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**Do
Business
in**

**KENYA
TANGANYIKA
UGANDA**

A SUPPLEMENT TO

International Commerce

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Report
of the
1963 Trade Mission
to
KENYA
TANGANYIKA
UGANDA

A U. S. DEPARTMENT OF COMMERCE PUBLICATION



U.S. DEPARTMENT OF COMMERCE

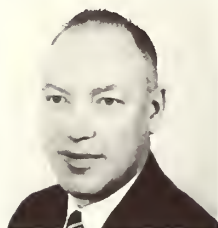
Luther H. Hodges
Secretary

Franklin D. Roosevelt, Jr.
Under Secretary

Jack N. Behrman
Assistant Secretary for Domestic
and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

Members of U.S. Trade Mission to Kenya, Tanganyika and Uganda



BERNARD BLANKENHEIMER, MISSION DIRECTOR

Director, Africa Division, Bureau of International
Commerce, U. S. Department of Commerce



WILLIAM R. KAPP
Economist
Pfizer International
New York, N. Y.



ERASMUS H. KLOMAN, JR.
Investment Economist
American Metol Climax, Inc.
New York, N. Y.



ROBERT WILBOURN, TRADE DEVELOPMENT OFFICER
Chief, Trade Development Staff, Trade Missions
Division, U.S. Department of Commerce

MARVIN W. MELTON
Partner
Melton Bras. Implement Co.
Jonesboro, Ark.



JAKE SIMMONS, JR.
President
Simmons Royalty Co.
Muskogee, Okla.



GRANT L. THRALL
Chairman
Ballagh & Thrall
Philadelphia, Pa.



EAST AFRICA

1963 U.S. TRADE AND DEVELOPMENT MISSION REPORT

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Certain developments in East Africa that have taken place subsequent to preparation of this report of the Trade and Development Mission to East Africa, may affect business conditions there. Although it is too early to evaluate the importance of these developments, businessmen intending to follow up on the trade and investment opportunities described in the report of the mission should ascertain the latest information from the Department of Commerce through the Bureau of International Commerce, Office of International Regional Economics.

Far-reaching changes stir East Africa

Fast-moving internal transition forces area to cross-roads of independence, responsibility

By BERNARD BLANKENHEIMER

Most Americans today are aware that far-reaching changes have occurred in the African continent during the past decade.

They know generally that these changes have involved political, economic, and social forces; beyond that, individual Americans vary widely in their knowledge concerning the scope of these changes and

their implications, both to the United States and the world economy as a whole.

Misconceptions about Africa, its people and resources are still legion. Especially is this so for certain regions such as East Africa, where in the past fast-moving internal changes have been overshadowed by more dramatic developments elsewhere in the continent.

The transition from colonial territory to sovereign state in East Africa, as elsewhere in the continent, has resulted in a "power shift" from European-based institutions to locally oriented ones—from the minority resident whites to the majority indigenous community. This transition creates new problems.

African leaders now universally recognize that political independence carries a heavy burden of responsibility and, as one African leader puts it, "throws into sharp relief basic economic and social problems hitherto eclipsed by the overriding problems of foreign domination."

MISSION
DIRECTOR

STREET SCENE: Mombassa, Kenya, one of the chief ports that serve states in Eastern Africa.

U.S. Mission to East Africa October 26-November 30

The U.S. Trade and Development Mission to East Africa operated Business Information Centers in Nairobi and Mombasa, Kenya; Dar Es Salaam, Tanganyika; Kampala, Uganda; and in Zanzibar. The Mission also visited Nakuru, Kenya; Moshi and Arusha, Tanganyika; and Jinja in Uganda.

The Mission carried 445 Business Proposals from U.S. firms and developed contacts for 240 of these proposals.

A total of 351 interviews were conducted, resulting in 230 specific leads for U.S. exporters, plus development of 101 investment opportunities.

At crossroads

Following independence, pressures inevitably build up for intensified social and economic development. Yet such development is heavily dependent on external influences. Firstly, revenues are dependent on export proceeds and, therefore, on world price levels in the industrial countries for such primary commodities as coffee, sisal, and cotton which, to East Africa, are its very life blood. Secondly, financial resources for development are derived from external loans and grants and from private loans and equity capital investment.

Consequently, the degree of investor confidence in East Africa, based on the assessment of political stability in the area, laws, regulations and other factors affecting the climate for foreign investment, will play an important role in its future development.

In this context, East Africa now finds itself at the crossroads—-independent, desiring accelerated social and economic development and wishing to see more diversified foreign trade and investment relations.

This creates a challenge and an opportunity for the U.S. businessman—challenge because of the limited U.S. business presence in the area; and opportunity, because the region offers a new and hitherto unexplored market for U.S. goods and services.

TANGANYIKA—Sisol fiber drying in the sun near Morogoro.



Newly independent countries of East Africa a common market open to U.S. goods, services

Trade regulations no longer a deterrent to purchases from United States, but traditional patterns have precluded broad familiarity with U.S. products

The past 2 years have seen the independence successively of Tanganyika (December 9, 1961), Uganda (October 9, 1962), and now Kenya on December 12, 1963.

The political leaders of all three countries have already announced in principle their determination to establish an East African political federation—an event which would make it in size one of the largest political entities in Africa, and the continent's second most populous country, next to Nigeria.

At the time of the U.S. Trade and Development Mission's visit to the area this fall, there was no fixed date for the proposed East African Federation and there still appeared some important problems to be resolved before such a new political entity could be established. In an economic sense the basic services for a federation already exist through operation of the East African Common Services Organization (EACSO), should the political parties concerned hope eventually for a larger framework. All sides agree that the EACSO must be maintained and strengthened notwithstanding future political developments.

An outgrowth of the East Africa High Commission (established under the Colonial regime) to achieve economic co-operation on a regional basis, EACSO is a supra-national body, headquartered in Nairobi and supported by the three mainland countries of Kenya, Uganda, and Tanganyika.

EACSO maintains for these countries a common transportation and communications service including all posts, telegraphs, railroads, and harbors. The Organization administers and supervises revenue collections—including income taxes as well as customs and excise—and has broad responsibility for coordinating regional matters relating to health, social

welfare, and education. Although each country itself legislates on such matters as taxation, uniform rates are maintained as a matter of policy. There is also a common currency, the East African shilling, maintained on par with sterling.

Common market

With a population of 25 million people and an area of 680,000 square miles, or roughly one-fifth the size of continental United States, Kenya, Uganda, and Tanganyika constitute a de facto common market within which an internal economic customs union is maintained with no taxes or duties across inter-territorial borders. Zanzibar is not now part of this common market but has made application. Its economy is closely inter-

twined with the three mainland countries, and following its independence on December 9, 1963, Zanzibar now may be expected to pursue policies leading toward economic if not political ties.

As members of the sterling bloc of countries, Kenya, Tanganyika, Uganda, and Zanzibar maintained rigid import licensing and exchange controls during the post-war period. As a matter of policy, these controls restricted U.S. purchases to those classes of goods considered as essential or not available from sterling sources and, as a result, U.S. exports to the area were limited both in value and commodity make-up.

Beginning in 1959, sterling area controls were successively dismantled so that today trade regulations in East Africa are no longer a deterrent to purchases from the United States. The area, therefore, represents a relatively competitive and open market for U.S. goods and services.

Uniform tariff rates

Moreover, Kenya, Uganda, and Tanganyika historically were precluded by international treaties from imposing preferential tariffs and, consequently, a single column tariff is maintained in the three mainland areas at uniform rates to all countries, including the United Kingdom as well as the United States. Additionally, customs duty rates are, for the most part, held at moderate levels as the Governments in all three areas thus far have been opposed to indiscriminate customs tariff increases for protection, except as merited for bona fide infant industries.

Market profile—East Africa

Area: About 680,000 square miles, roughly equivalent to one-fifth the continental land area of the United States. Tanganyika is largest with 362,000 square miles, followed by Kenya (225,000 sq. mi), Uganda (92,000 sq. mi.), and Zanzibar (1,000 sq. mi).

Population: About 25 million.

Currency: East African shilling (1 E.A. shilling = US\$0.14). Unit of account is the East African pound, roughly at parity with English sterling.

Gross domestic product: About \$1.6 billion (1961).

Motor vehicles: About 80,000 passenger cars; 3,000 buses; 60,000 trucks.

Daily newspapers: 15.

Electric power production: About 870 million kilowatt-hours in 1961.

Principal cities: Nairobi, population 266,800; Mombasa, 179,600; Dar Es Salaam, 128,750; Kampala, 46,750; and Zanzibar, 58,000.

Total volume of trade: About \$800 million (imports about \$400 million) in recent years.

Principal imports: Automobiles, trucks, petroleum products, farm equipment, roadbuilding machinery, mining apparatus, irrigation equipment, cotton fabrics construction materials.

Principal exports: Cotton, coffee, sisal, oilseeds, tea, cloves.



NAIROBI: U.S. Trade Mission members spoke to a businessmen's meeting at the City Hall. From left, Erasmus H. Klomon, Jr.; Marvin Melton; Grant

Thrall; Bernard Blonkenheimer, Mission Director; Jake Simmons; William Kapp; and Robert Wilbourn, Department Trade Development officer.

Institutional nontariff trade barriers, consequently, no longer exist; yet despite this, U.S. exports to East Africa have not shown dramatic increase. Traditionally, East Africa has had a heavy favorable balance with the United States. While U.S. exports have gained in recent years, in 1962 such exports still totaled only \$26 million as against sales to the United States of \$50 million. In 1962, 33.8% of the total of \$379.5 million imported into East Africa was supplied by the United Kingdom, and 45.3% by the British Commonwealth as a whole. By comparison, the U.S. share was 6.9%.

What, then, are the reasons for the United States' poor showing?

Traditional patterns

One reason is that although institutional obstacles to trade now have been removed, East Africa is a competitive and brand-conscious market and U.S. goods, therefore, face a problem of being introduced to a market where many types and brands have not had previous opportunity for trade or sales promotion.

Another and possibly more significant reason is that many classes of exports to East Africa are impeded by the fact that some of the larger local foreign trading companies, agents, and commercial banks are affiliated with, or are branches of, European-headquartered companies or institutions and are largely content to

maintain their traditional sources of supply from England and the continent, with the same brand items that have already been established in East African markets.

It would be a mistake, however, to ascribe full blame for the poor U.S. performance on these traditional market factors. Indeed, the evidence is that a good many of the established firms in East Africa are eager to make broader contacts and to introduce new items from the United States, particularly now that Kenya, Uganda, Tanganyika, and Zanzibar are all fully sovereign countries. But these firms have been handicapped by an appalling lack of knowledge of U.S. products, specifications, and sources of supply. This reflects past trade restrictions but also, more fundamentally, the still lethargic attitude on the part of U.S. businessmen in this strategically placed and promising African market.

Pivoted around agriculture

Considered separately, the East African countries are not among the more wealthy African areas. None of them, with the exception of Tanganyika, has a significant minerals resource base and in all countries production of primary agricultural commodities is of pivotal importance. Indeed, the agricultural economy in East Africa is characteristic of the dualistic nature of agriculture else-

where in tropical Africa—subsistence farming, which provides the bulk of employment, and commercial production directed largely to the export market.

Inter-territorial trade within the region is of some importance to Kenya which exports meat, vegetables, and dairy products to the other areas; but primarily, the prosperity of the East African region is dependent upon the export to industrial consuming countries in Europe and the United States of such cash crops as coffee, cotton, pyrethrum, wattle, tea, cloves, etc.

As of 1961, East Africa's gross domestic product was estimated at \$1.6 billion (£580 million), of which no less than \$862 million or 53% was accounted for by "primary industries"—largely agriculture, but also including mining ("subsistence" agricultural activity, the heaviest component of the "primary industries" category, was valued at \$437 million representing 27% of total GDP). Manufacturing and construction contributed only \$202 million or 12%; and trade and transport, \$269 million or 17%.

Agricultural exports, which currently represent about 85% of the total value of all exports, are heavily dependent in Kenya and Tanganyika on the output of estate farming which, up to now, has meant those lands farmed by non-Africans under leaseholds or other forms of land tenure. In Tanganyika, for example, only 1% of the land is alienated to estate agriculture under non-African control;

but this 1% produces 45% of Tanganyika's total agricultural exports. Similarly, in Kenya, in 1961 some 3,600 European and Asian holdings produced 3½ times the value of an estimated 950,000 African farms. Only in Uganda, where alienation of land to non-Africans has been negligible and the big money crops are African-produced cotton and coffee, is the situation substantially altered.

In all three areas, vigorous Government programs are underway to increase the African's contribution to output. In Kenya, plantations are being "Africanized" through various Government purchasing programs.

Role of non-African resident

There can be no question of the necessity for East African Governments to pursue aggressive policies aimed at increasing the African's participation in the money economy; however, it is no less important to utilize to advantage the valuable contribution to output and to economic development of the non-African resident.

In both Tanganyika and, more recently and seriously, in Kenya, an outward flow of capital funds and/or emigration of European and Asian residents have been in evidence which could not help but exercise a depressive influence on the level of economic activity.

At the time of the Mission's visit, there was some uncertainty and uneasiness in some non-African circles over the role of minority groups in East Africa. It was also apparent that these groups, by and large, wished to identify themselves actively with the region's future. To the extent that these groups express confidence by expanding operations so as to assist in the African's development—for example, through employment, training, or partnership schemes—they will receive the confidence of Government. Vice versa, the course of future Government policies in the region will determine the degree of non-African resident association with East Africa.

This matter is of great importance to United States/East African commercial exchange because, while it is in the interest of all concerned to establish direct contacts with African entrepreneurs and the foreign traders, there are relatively few such African businessmen at present. Of the total East African population of 25.5 million, an estimated 363,000 are Asians and 88,600 are Europeans or "whites." In general, Africans are engaged in agriculture, pastoral activities, or trade, rather exclusively on a petty retailing basis. The large Asian and Euro-

Overall view

The U.S. Trade and Development Mission which visited East Africa in the fall was comprised of seven members, five from private business and two from the Department of Commerce.

Business members were William Knapp, Grant Thrall, Jake Simmons, Marvin Melton, and Erasmus Klotman. Bernard Blankenheimer, Director of the Africa Division of the Bureau of International Commerce was Director of the Mission; Robert Wilbourn, Chief of the Trade Development Staff of BIC's Trade Missions Division, served as Trade Development Officer.

The accompanying article, presenting an overall appraisal of the East African market, is a joint effort while reports by the individual business members are on the pages immediately following.

pean communities have been dominant in trade, investment, finance, and industry.

Promotion essential

Obviously, foreign trade relations will need to be conducted with the established firms and reliable agents having experience in specific commodity lines. Moreover, for some items in the capital goods field, only the large firms in East Africa are equipped for providing local regional technical facilities.

Yet there is evidence that some of the larger companies having literally dozens of products for which they may act as agents, do not care about aggressively promoting U.S. vis-a-vis other foreign products for which they have agencies. Consequently, over the longer term, U.S. firms should make every effort to find and, if necessary, to train or otherwise assist indigenous African firms. Specifically, adequate research and surveys directed to the requirements of the market must be developed by potential U.S. exporters to East Africa. They must appoint qualified agents or distributors, establish regional offices, undertake sales campaigns and, in general, expend efforts which are at least commensurate with the size and potential of this growing market.

Three basic customers

In general, there are three basic customers for products in East Africa:

The Government itself, in connection with the procurement of goods and serv-

ices to carry forward the public sector development programs; indigenous private or quasi-Government institutions such as the development corporations and the African agricultural cooperatives; and the individual consumer whose present effective demand is becoming increasingly diversified as the general level of economic development proceeds in the country.

Public development programs in East Africa over the next several years will result in substantial improvement of roads, railroads, power supply, and communications. As a result, a large and expanding market exists for construction materials and equipment, and the whole range of products associated with public projects, transportation, and communications. Tanganyika's Five Year Plan, ending July 1964, calls for an expenditure of \$67 million, and the Government hopes to devote an additional \$200 million to development between July 1964 and June 1969. Plans in progress call for an outlay of \$200.8 million in Uganda between 1961 and 1966, and \$157 million in Kenya during the next 4 years.

Procurement of capital equipment has been directed mainly to British sources by virtue of the fact that public authorities placed their orders through the Crown Agents in London which does not issue open bids as a rule, but approaches particular firms—again, usually traditional sources of supply. Here there is undoubtedly an element of preference in favor of Commonwealth sources.

In the future, however, it is likely that East African public authorities will be doing their own purchasing direct from foreign sources. This makes it essential that U.S. companies interested in engineering or construction contracts in general should maintain continuing liaison through on-the-spot representation with Government authorities charged with economic development programs.

In connection with East African public development projects, it should be noted that the U.S. AID program in this area presents an opportunity to U.S. exporting firms because current policies require that AID funds be expended for U.S. goods and services to the maximum extent possible. AID has a substantial program in East Africa emphasizing projects in education, agriculture, community development as well as in infrastructural improvements such as roads, power, etc.

U.S. development loans and grants to this area have risen from \$4 million in fiscal 1961 to \$12.2 million in fiscal 1962, almost doubling in the current year to \$24.1 million. A considerable portion of this amount currently is in "tied aid"

which means that much of the equipment, supplies, and services related to these assistance projects must be purchased from the United States. For this reason it behooves the U.S. exporter to establish himself in the East African market.

Indigenous private or quasi-Government organizations, such as the cooperative movement among African farmers, have hitherto largely confined their attention to the marketing field. However, more and more, these cooperatives are turning their attention to the consumer cooperative field and here, therefore, a new sales opportunity exists for American exporters to conduct direct trade relations with such organizations.

Likewise, cooperatives are becoming a factor in the market for mechanized farm equipment since, through such cooperative organizations, finance is becoming increasingly available to small farmers for the modernization of their farming enterprises.

The market afforded through increased wants by the individual consumer needs to be carefully studied. While the per capita income in East Africa is £23 (\$64.40), it is not correct to assume that because of this the African consumer wants only cheap and limited staple commodities. In the urban areas, particularly, the African consumer often buys luxury goods before essential goods, and a promising market for consumer quality goods of a relatively diversified price range does exist, as is indicated in the list of items currently imported into the area. The Asian and European population segment, with their higher incomes, generally have a more diversified consumption pattern.

Products with good prospects

To the extent that the "made in the United States" label is seen in East Africa, it has achieved a reputation for superior quality, particularly in effectively promoted brands of capital goods such as earthmoving and roadbuilding equipment. Almost all U.S. goods do require special trade promotion methods, particularly those which are little known in East Africa but for which the United States has demonstrated advanced technology or superior product innovation and, therefore, can be deemed to have market potentials for sale in East Africa.

Consequently, products for which there is thought to be a favorable market for expanded U.S. exports fall into two categories:

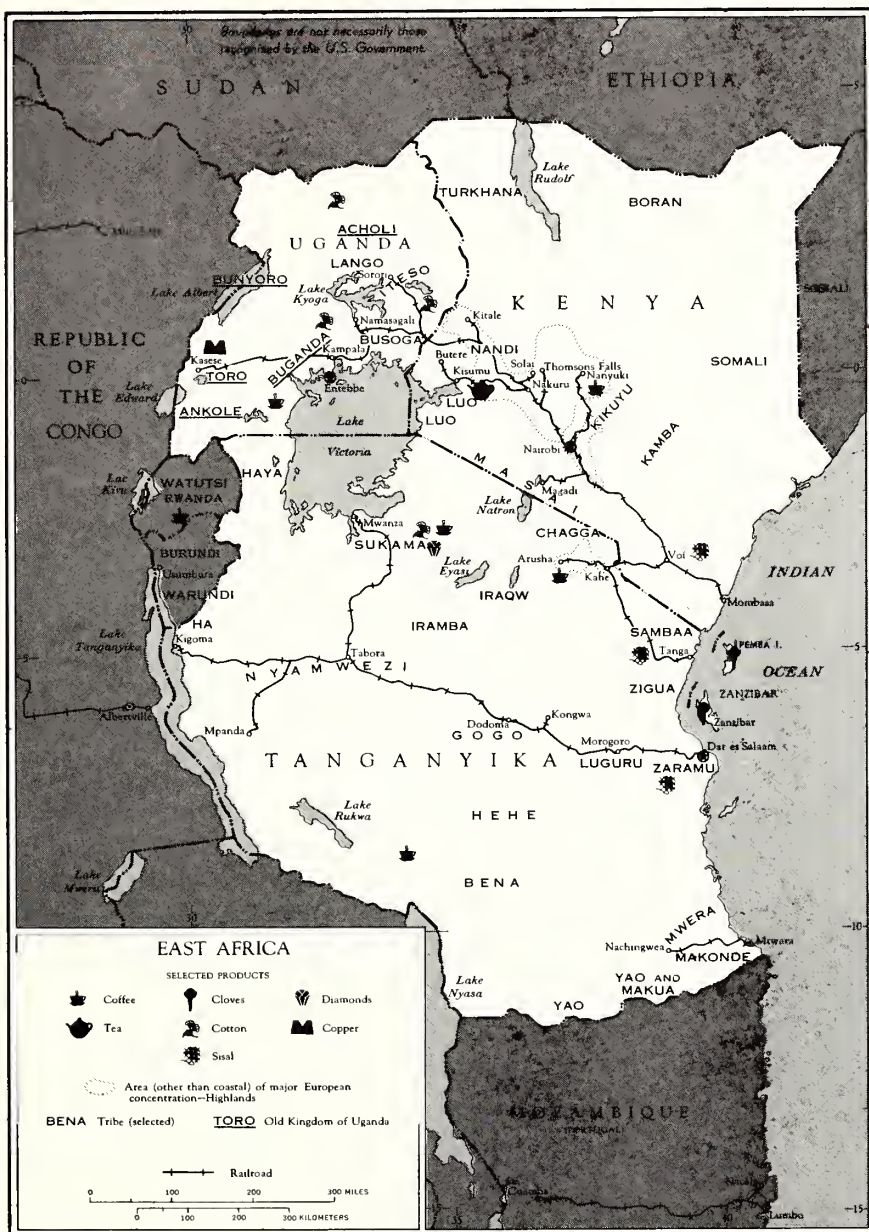
- Items which are already being imported by the large agencies and which

involve servicing and replacement parts—automobiles, trucks, electrical appliances, air conditioners, farm machinery, roadbuilding equipment, mining apparatus, and irrigation equipment.

- Products which the United States is not now marketing directly to any significant extent in East Africa but for which considerable local interest is being shown and could be developed—canned and frozen foods and other provisions; textiles and clothing including miracle fabric textiles, inexpensive ready-made clothing, particularly light-weight and wash and wear fabrics; hardware; pharmaceuticals

and medical equipment and supplies; cosmetics and toiletries; office supplies and equipment; light-weight metal furniture and fixtures; and building materials.

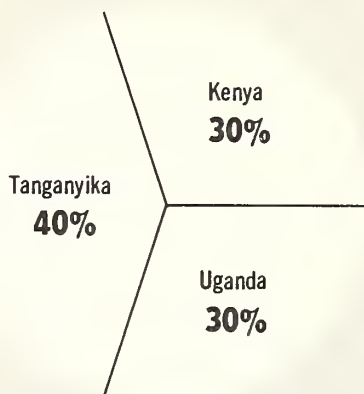
The Mission strongly recommends that U.S. exporters, to promote sales effectively in the East African market, should examine their present agencies to insure that their present representatives are adequately promoting sales and, if not, take steps to seek other suitable agencies. This can be done through the facilities of the U.S. Foreign Service posts in East Africa and the U.S. Department of Commerce in Washington, from whom names of potentially promising agencies or repre-



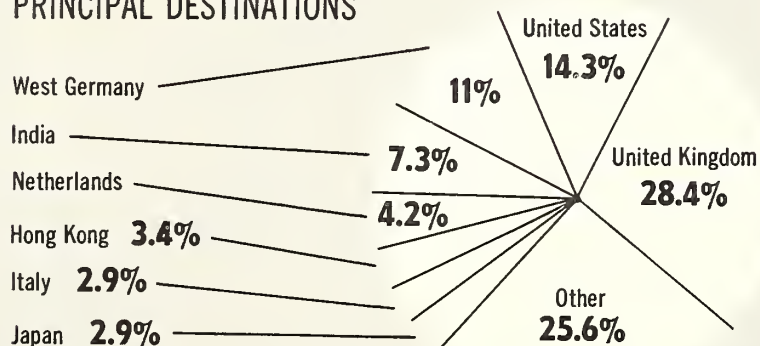
EXPORTS OF KENYA, UGANDA, & TANGANYIKA / 1962

(Total Value \$355.6 Million)

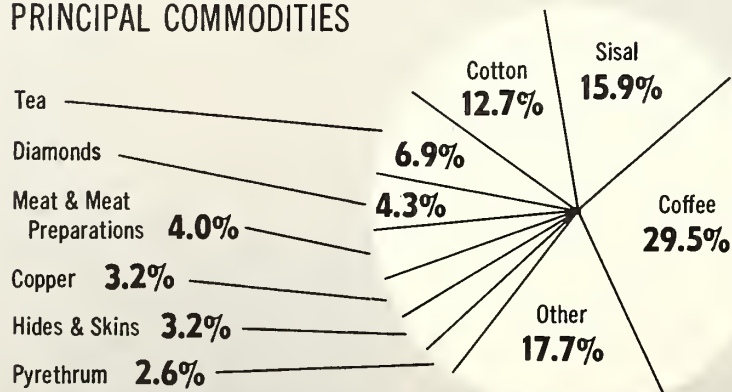
ORIGINS



PRINCIPAL DESTINATIONS



PRINCIPAL COMMODITIES



Source: Economic & Statistical Review June, 1963, East African Common Services Organization.

sentatives, including cooperative organizations, can be secured and financial data on these firms obtained.

U.S. exporters may also desire to consider the possibility of establishing their own wholesale sales offices in East Africa. There is no substitute for on-the-spot sales promotion and American companies should consider sending their personal representative to conduct business survey trips from time to time.

To develop brand consciousness, U.S. manufacturers or exporters should allocate funds for publicity and sales promotion. Even if initial losses are encountered, long term benefits may offset any initial expenditures. East Africa is a market that has long been isolated from the U.S. business community.

Introduction of new commodities from the United States should be carefully planned and should provide for adequate servicing. It should be kept in mind that once a reputation is established, either by brand or performance, it is difficult to dislodge the article's position in the market.



KENYA: Jomo Kenyatta, Prime Minister of Africa's newest independent State, welcomes Trade Mission.

Kenya industry scores impressive gain since 1945; economy still farm-based

Production soars 13 percent a year in 1947-54; climbs 6 percent yearly till 1960; outlook bright for East Africa's most industrialized nation

Kenya is located on the Indian Ocean and extends about 280 miles north and south of the equator. The area of the country is 225,000 square miles, or about the size of France, including more than 5,000 square miles of water.

Kenya experiences a wide range of physical and climatic conditions mainly because of variations in altitude. Mean temperature ranges from 55 degrees in the mountain areas to 80 degrees on the coast. Average rainfall is between 40 inches and 70 inches near Lake Victoria, but only 10 inches in the barren north.

Kenya's Highlands

More than half of the country is sparsely populated desert or semi-desert, but the highlands of the southwest contain some of the best land for settlement and agriculture in Africa. Kenya's population has tended to concentrate in the more favorable areas—along the coast, around Lake Victoria, and in the highlands.

Some areas, especially Nyanza Province on the shore of Lake Victoria, are among the most densely peopled parts of Africa and the capacity of the land to yield a livelihood does not always match the population distribution. The reluctance of people to leave their established homes, and division of the land on a tribal reserve system, have prevented people from moving from areas where production is reaching its limit, under present techniques, to areas which could support them at a higher level.

Unfortunately, only about 13% of the land area is suitable for intensive crop production and grazing.

Farm Exports

Kenya's economy is highly dependent on agriculture. In recent years, it has accounted for about 40% of the gross domestic product. Agricultural products and livestock contribute about 85% of export earnings and the majority of the population devotes most of its efforts to growing staple food crops for home consumption.



Biscuits baked in rotary oven.

sumption.

European leased or managed farms produce 80% of marketed agricultural production, 85% of agricultural exports and 70% of domestic agricultural sales.

Marketing of staple foodstuffs and major crops is organized through statutory bodies that take delivery of products, distribute them to processors, hold reserves to meet seasonal shortages, and market surpluses abroad. Prices for the major products are fixed by the Ministry of Agriculture and the organizations concerned.

Autos, parked at the curb, line the street in Nairobi, capital and largest city of Kenya. Photo courtesy East Africa Tourist Travel Assn.





New cement factory on Athi river is indicative of the growing industrialization in Kenya.

Export of coffee, Kenya's most important cash crop, is bound by the 1962 International Coffee Agreement Quota, and production and marketing are controlled by a Coffee Marketing Board. Tea, pyrethrum, dairy products, meat, cotton, and maize are also marketed by their respective boards, and licensing is required for pyrethrum production.

Industry Growing

Although the basis of the country's economy has been agriculture, and is likely to remain so, industry has developed impressively since 1945. Manufacturing and repairs contribute about 10 percent of gross domestic product, making Kenya the most industrialized of the East African countries. Production, in money terms, grew at a rate of 13% a year between 1947 and 1954, then at a rate of 6% until 1960, when the economy slumped. This period was marked by a fall in spending and investment, and increasing unemployment.

Kenya's industry is based largely on the processing of local raw materials, such as sisal, pyrethrum, coffee and tea. It also has clothing and textile plants, and tobacco, soap, shoe, and cement factories.

In 1960, Asians and Europeans numbered about 10% of the 620,000 people employed outside of agriculture, but they filled most of the professional, technical, and administrative positions.

Mixed Economy

Manufacturing is generally in private hands, and capital has come partly from local businessmen and partly from overseas. The government has provided some financial assistance to local firms through

the Industrial Development Corporation—the IDC—but generally not for long-term investments. IDC's facilities will be supplemented during 1963 by the formation, with foreign assistance, of the Development Finance Company of Kenya, Ltd.

Kenya's industries depend on electricity and imported petroleum products. It is unlikely that heavy industry can be developed unless a cheap source of energy is discovered.

The government aims to develop the

country in cooperation with private capital. In accepting a mixed economy, official planners acknowledge agriculture as the main source of national income.

The Kenya government is now preparing the first draft of its 1964-1970 Development Program. Outlay for industrial development remains small, equivalent to \$2.5 million, but capital for this sector comes mainly from private sources, and the government stimulates growth through investment allowances and a tariff policy designed to assist local industry.

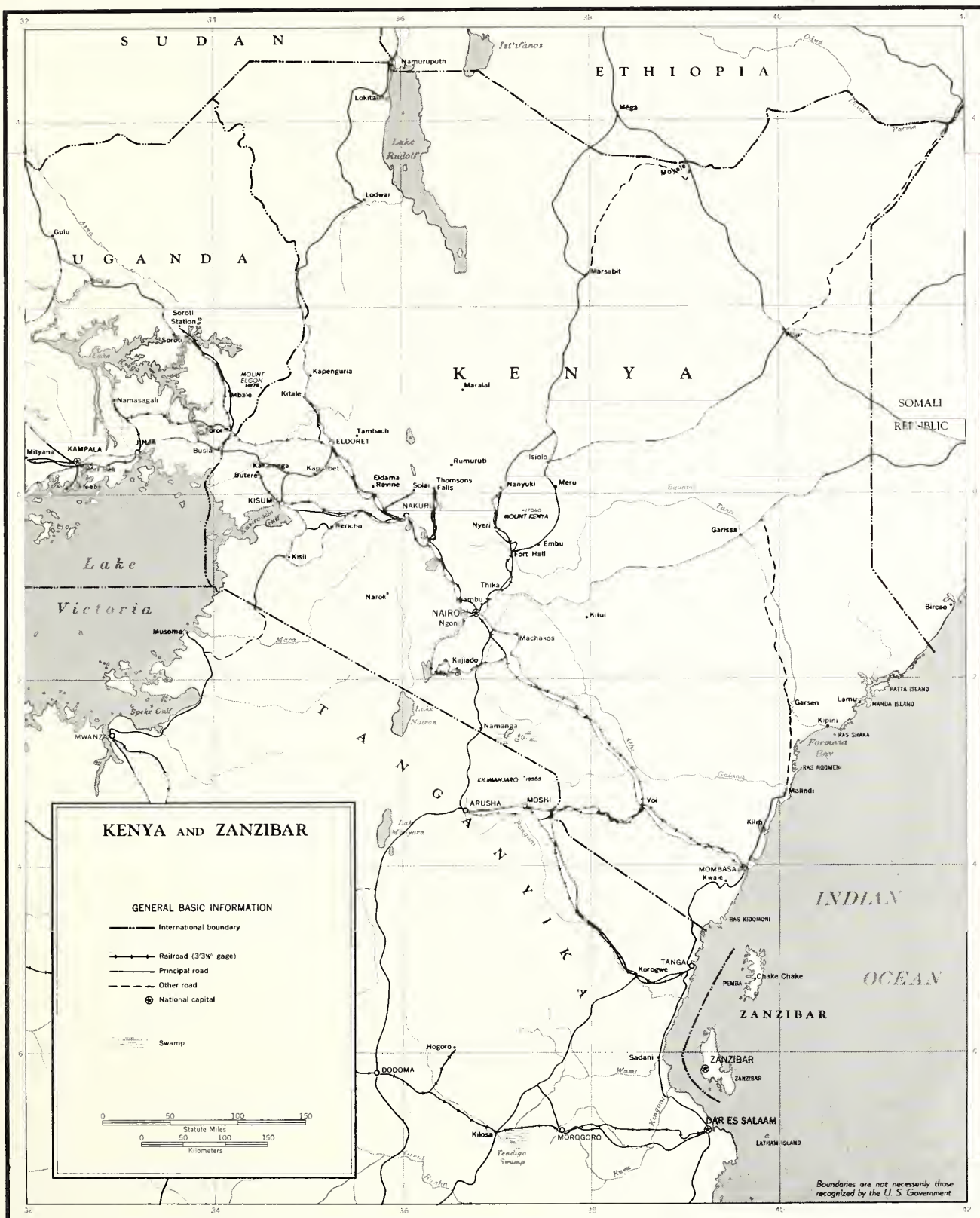
Power is provided by a private company, and railways and harbors are an East African Common Service. Capacity is adequate and calls for no major expansion in the next few years. Roads in agricultural areas need to be improved and the equivalent of \$8.9 million has been allocated for them. Any future public program will be restricted by available resources, and heavily dependent on external sources.

Outlook Bright

Future prospects for Kenya are good. Cash crop production was excellent during 1960 and 1961, and the value of exports was at a record level in 1962. Tourism has become an import source of revenue, bringing in the equivalent of \$16.8 million per year. Since the latter part of 1962, confidence has returned, and there are strong reasons to believe that Kenya will soon resume its rapid economic growth.



Products of Kenya's factories and farms loaded aboard outgoing ships at Kilindini harbor.





This modern building in Dar es Salaam is not an apartment house, but a tobacco factory.

Tanganyika seeks foreign capital; U.S. helps finance development plan

Country's five river basins hold promise as power source; mining is a growing industry; main exports, cash crops, are sisal, cotton, coffee

Tanganyika, the first East African nation to achieve full independence, has an area comparable to Texas and Colorado combined.

From its 550-mile coast line on the Indian Ocean, it extends inland for some 600 miles. The vast center of the country is high plateau, very hot, usually without much water. Most of this area is infested with tsetse fly. The central plateau is ringed by a narrow coastal strip on the east, several groups of mountains to the south and north (Mt. Kilimanjaro, 19,340 feet), and by lakes in the west.

Most of the arable land is in the northern and southern highlands, along the coast, and in the western lake region. Rainfall is uncertain over most of the country with the exception of the north-

east mountain regions and the areas immediately around the lakes and along the coastal plain. Droughts alternating with heavy floods are not uncommon.

Tanganyika has five river basins which are significant potential sources of hydroelectric power and could also be developed in conjunction with agricultural expansion schemes.

More than 98% of Tanganyika's estimated population of 9,600,000 is African. There are about 120 tribes, mostly of Bantu derivation who differ widely in customs, language, and living habits. Non-Africans residing in Tanganyika in 1961 total 141,000, of which 21,000 are Europeans, 87,000 Indians and Pakistanis, and 28,000 Arabs.

Though small, this part of the population is exceedingly important to the

economic life of this country. Nearly all sisal, the main cash crop of Tanganyika, is produced on European-owned estates. Asians and Europeans not only control most of the trade and commerce, but also occupy many managerial and administrative posts in private and public organizations.

Agriculture

Tanganyika's three main cash crops—sisal, cotton, and coffee—account for nearly 60% of the value of all its exports. Agricultural products make up more than 80% of the country's export total; minerals, semifinished and finished products make up the rest. Approximately 400,000 persons are employed in the money economy, about half of them in agriculture. Most of the African population is dependent on subsistence agriculture or nomadic herding for a livelihood.

Of Tanganyika's gross domestic product, agriculture, including subsistence, accounts for about 70%.

The government is encouraging farmers to grow more cash crops and reduce subsistence farming.

Only 290,000 square miles of Tan-

Tanganyika joins AID investment guarantee program

Tanganyika is the 19th African country to join the AID Investment Guarantee Program.

Members of the U.S. Trade and Development Mission, led by Bernard Blankenheimer, Director, African Division, Bureau of International Commerce, were present when the agreement was formalized November 14 by an exchange of notes between Tanganyika's Minister of Finance, Mr. Bomani, and the U.S. Ambassador to Tanganyika, William Leonhart.

The Guarantee supplements the general assurances given to all foreign investors by the Foreign Investment (Protection) Bill which was recently adopted by the Tanganyika Government.

The new bilateral agreement permits AID to insure U.S. citizens, U.S. corporations and their wholly-owned foreign subsidiaries against various non-business risks. Insurance is offered against inability to convert local currency into dollars; against loss due to expropriation, war, insurrection, and revolution; and certain commercial and political extended risks.

A Tanganyikan Government statement declared that the existence of the agreement, together with the Foreign Investment Act, would make it possible for U.S. businessmen to invest in Tanganyika with complete confidence and that "the exchange of notes, taking place as it does when a visiting U.S. Trade Mission is in the country, should add impetus to the drive towards industrial expansion."

Tanganyika are presently suitable for agriculture. Of this total, 10% is cultivated by the African farmer. Europeans and Asians account for an additional 3,000 square miles. The remainder remains uncultivated.

Most Africans are subsistence farmers although they grow all the cotton and most of the coffee, cashewnut and peanut crops in this area of Africa. Non-African plantations account for virtually all the sisal and tea, the greater part of the tobacco and pyrethrum, and some coffee.

Livestock raising is mainly a subsistence activity. Hides and skins, however,



are important export items. In 1962, sale of these commodities earned \$4.2 million in foreign exchange. Salt and fresh water fishing present a great potential resource although present fishing techniques are primitive.

Mining, a comparatively new industry in Tanganyika, is becoming increasingly important, although its contribution to the economy is still small compared with agriculture. Diamonds are the country's most important known mineral resource. Diamond exports account for roughly 10% of the value of total exports. Other minerals entering Tanganyika's export trade include gold, tin, mica, salt, building materials, and silver.

Development Plan

The government of Tanganyika is

assuming increasingly greater responsibility for the country's economic well-being. A \$67-million development plan for 1961-64 earmarked 29% of the spending to improving communications, 24% to agriculture, 14% to education and other funds to transport.

The United Kingdom has supplied most of the external funds for development. However, the United States has also played an important role. In December 1961, at the time of Tanganyika's independence, the United States committed \$10 million in loans to help finance Tanganyika's three-year 1961-64 Development Plan. During fiscal 1963 and the first quarter of fiscal 1964, the United States approved eight loans (for projects including improvement of the



Worker checks food cans ready for shipping from metal box factory in Dar es Salaam.

water supply, constructing facilities at the University College, and financing imports from the United States).

Obligations for development grants amount to \$4.1 million, and are earmarked primarily for use in public administration, agriculture, and community development. In addition, the United States has provided substantial technical assistance through the Peace Corps. Tanganyika was the first country to request such a program.

Production

Production of semimanufactured and finished goods is centered for the most part around Dar-es-Salaam and in certain agricultural producing areas to the north and west. Industry's contribution to the national economy, while small, has more than doubled since 1954 and now accounts for about 4% of gross domestic product. About 30,000 persons are employed in manufacturing activities.

Manufacturing for the most part has

been relatively small scale and limited to agricultural processing enterprises. Recent investments in the private sector, some of them with Government participation, form an impressive list. Agreement has been reached with an Italian firm for construction of a \$14 million oil refinery in Dar-es-Salaam. Construction work has started on a \$3.3 million cement factory.

Government Cooperation

Government cooperation with private industry is found in such semi-public organizations as the Tanganyika Development Corporation (TDC) and the Tanganyika Development Finance Company (TDFC), which were established to encourage the flow of capital into profitable investment opportunities. The operation of these organizations also should assist in attracting overseas capital. Thus far, the TDC has interests in the hotel industry, a sawmilling plant, a plastics factory, a pipe factory, and a cement works.

In 1963, to attract foreign private capital, the government passed a law which provided for a 10% income tax allowance on the cost of assets used in new manufacturing enterprises. This allowance has since been increased to 20% and is extended to industries which process local raw materials. The Government also legislated in favor of repatriating private capital as a measure to attract foreign investment. The U.S. Government on November 14 concluded a bilateral Investment Guarantee Agreement with Tanganyika.



Tea plantation hugs the scenic, lower slopes of the Usambara mountains in Tanganyika.



Owen Falls dam in Ugondo supplies that country, and neighboring Kenya, with electric power.

Uganda strives to up its farm output, foster industry, commerce, tourism

Government puts top priority on expanding commercial farming; launches five-year, multi-million dollar Development Plan

Uganda, an inland country, lies astride the equator but enjoys an agreeable climate because of the moderating influence of an altitude that averages between 3,500 and 4,500 feet, and rises in places to more than 14,000 feet. Dotted with mountains, rivers, and lakes (including Lake Victoria, the source of the White Nile) and world-renowned game parks, such as the Murchison Falls Park, Uganda possesses a tourist potential that can be substantially further developed.

The country has primarily an agricultural economy, presently dependent on the production and exportation of a few cash crops such as cotton and coffee that, together, account for over three-quarters of Uganda's global exports.

Other cash crops include tobacco, fish, peanuts, sugar, sisal, tea, and livestock. However, most agricultural activity is still in subsistence farming and the main theme of current Government economic

planning is to reduce the relative importance of this sector of the economy.

With a temperature averaging from 60°F to 85°F, rainfall of about 50 inches a year in most parts of the country, and fertile uncrowded land, there are good prospects for introducing new money crops. Indeed, the Government, aware that 62 per cent of Uganda's gross domestic product is derived from farming, has recognized that the main thrust of economic development efforts must lie in increasing agricultural output through the expansion of additional money crops and by inducing subsistence farmers to switch more of their activities into commercial production.

One obstacle is that the favorable agricultural economy in the 1950's, when cotton and coffee prices were high, resulted in little pressure for change among African farmers. A second is the natural abundance of food in the countryside which discourages moves to urban oc-

cupations. The diet of a great many Ugandans is unbalanced, however, with an excess of starches and a deficiency of proteins.

There are some 8.7 million acres under cultivation in Uganda, of which over 2.6 million are devoted to cotton, coffee and tobacco as the chief cash crops (cotton and coffee accounting for over 76 per cent of the value of exports). Nevertheless, there are said to be over six acres of land per head of population that could be additionally cultivated.

Land tenure legislation in Uganda has sharply restricted alienation of land to non-Africans, with the result that only 530 square miles of agricultural land, or less than one per cent of the total land area, is now owned by non-African farmers. Such plantations, however, are important in the output of sugar and tea.

Most of Uganda's approximately 6,920,000 people, drawn principally from three dominant racial strains of Bantu, Nilotic, and Hamitic, are agriculturists and pastoralists. Outside of the public services, which employ 100,000 persons, there are 136,000 people engaged in private industry and commerce, of which 125,000 are Africans, 8,500 Asians and 2,500 Europeans.

In the past, the small Asian and European community has provided most of

should exist for development of a trade in frozen fish to neighboring territories.

Although tin, beryl, gold, cobalt, tungsten, iron ore, and phosphate are among the minerals known to exist in Uganda, few are commercially exploited at the present time. The most important mineral in Uganda is copper, the country's third largest export item after cotton and coffee, with an export value of over \$10 million in 1962.

The major industrial region is the Kampala-Jinja area, centering on the Owen Falls hydroelectric dam and power project, completed in 1954 with a capacity of 120,000 kilowatts. A number of secondary industries, including copper smelting, textile, cement, and breweries, have been established there. The processing of local raw materials through ginneries, coffee hulleries, and oil mills has long been an industry of importance in Uganda; but manufacturing establishments are of recent origin.

The principal factors in the development of Uganda industries were the establishment in 1952 of the Government-owned Uganda Development Corporation which has interests in 29 associated and subsidiary companies covering textile, banking, agriculture, mining, metalware, grain milling, fish and food products, hotels, steel and building materials. Interests may vary from small shareholdings to wholly owned subsidiaries, and currently the company offers many opportunities for joint venture capital.

While annual income per capita is the equivalent of only \$64.40, the farming community is relatively prosperous by African standards.

Large cities are not common in Uganda or, indeed, in East Africa. The heaviest density of population is around and back from the shores of Lake Vic-



Molten metal pours in a stream from busy smelters at the Kilembe copper mines in Uganda.

toria. Urban population is concentrated in the Kampala-Jinja area. Proximity to communications and transportation facilities, both by rail and water makes this area the business and industrial heartland of the country.

The Uganda Government has adopted a £90 million (\$252 million) Development Plan which covers the five years from mid 1961 to mid 1966. It is largely

based on the recommendations of a World Bank Mission which conducted a comprehensive survey of Uganda's economy in 1961. The plan, aimed at increasing Uganda's national income by about 4 per cent per year, includes the equivalent of \$198.8 million for development in the public sector and anticipates an investment of the equivalent of \$53.2 million in the private sector.



Cloth woven from Uganda cotton readied for shipment by employees of local textile mill.

The largest section of the plan involves the spending an amount equal to \$74.2 million for commodity production, commerce, and tourism. Another \$98 million is planned for roads, railways, airports, communications, and power; \$30.8 million for social services, mainly education and health; and nearly \$22.1 million for local authority schemes including water supplies and housing.

Heavy dependence on external sources for both private and public capital is indicated in the development plan. Whether the plan proceeds on schedule depends on a number of factors, including the level of Government revenues available to finance annual budget expenditures on extraordinary account, together with the inflow of both public and private foreign capital. Nonetheless, to the extent that the Uganda program generates demands for foreign goods and services, it should provide new opportunities for American exporters.

As an example, the Government is placing considerable emphasis on the establishment of cooperatives as a means of aiding small farmers to band together for the development of enterprises too large for individual activities. There are now 1,700 cooperatives with about 300,000 membership, and there are some 250 cooperatives involved in various credit schemes under the Agricultural Credit Bank.

Such credit unions make it possible for larger projects to be undertaken such as the construction of cotton gins or other processing activities. For example, the Ministry of Agriculture has recently imported over 100 tractors, mainly from the United Kingdom and, while they are being used for special work, many of them are being turned over to the cooperatives and it is reported that the



Two miners dig are with a pneumatic drill in one of the workings of a Uganda copper mine.

Ministry is thinking of increasing this to 1,000 tractors in the next five years.

The progress of AID programs in Uganda in agriculture, education, and public administration will stimulate the

purchase of American supplies, equipment, and services. In most of these programs, the Uganda Government is supplying half or more of the costs.

Assistance is being provided for agricultural and livestock development, agricultural education, extension and research and tsetse fly eradication control. There are sales opportunities here for manufacturers of tractors and other farm machinery.

In the field of education, \$2.6 million has been provided for the construction of a girls' high school, and a \$2.4 million loan was granted for the expansion of 11 existing secondary schools. This will result in orders for American building equipment.

In addition, a development loan of \$2 million was made for the use of the Uganda Development Corporation in part for the purchase of equipment and supplies from the United States. This will assist the Uganda Development Corporation in carrying forward its plans for increasing output in the commodity producing sectors of the economy.



Groding coffee at factory in Uganda.

Zanzibar economy tied to clove trade; future hangs on finding new markets

Cloves, clove oil, coconuts account for 98 percent of Zanzibar exports; country strives to diversify farming, develop major new export crops

Zanzibar comprises the islands of Zanzibar, Pemba and the small uninhabited Latham Island. The largest coralline island off the East African coast, Zanzibar's 640 square miles is separated from the mainland by a channel, 22½ miles at its narrowest part. Pemba, which lies about 25 miles north-east of Zanzibar, is only 380 square miles, but most of the clove plantations, the mainstay of economy, are situated there.

The islands' tropical climate is governed by monsoons; mean temperature ranges between 84.4° F and 76.6° F in Zanzibar, and between 86.3° F and 76.1° F in Pemba. There is no completely dry season, but marked rainy seasons occur between March and May and between November and December. Average yearly precipitation is about 58 inches in Zanzibar and 73 inches in Pemba.

Population is about 335,000. •

Zanzibar

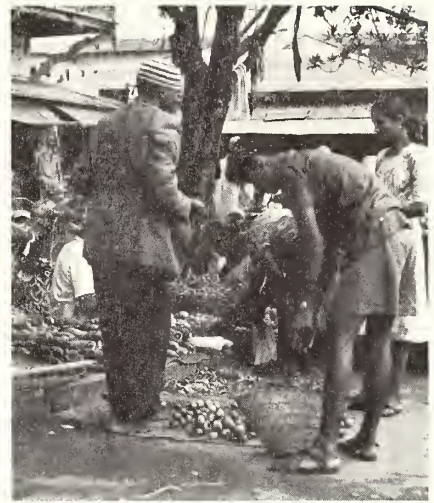
Zanzibar town, the only large city, contains some 70,000 people. It is the

only port for ocean-going vessels and dominates all commercial activity in the islands.

The majority of the population is rural. The agricultural sector contributes an estimated 45-50 percent of Zanzibar's gross domestic product. Most of the production is subsistence farming, although there are instances of modern productive techniques.

The economy is heavily dependent on cloves, which cover about 80,000 acres and contribute almost 25% of the gross domestic product. A Clove Growers' Association assists in price stabilization and distills and markets clove oil. Eighty percent of exports consist of cloves and clove oil. Coconut products account for another 18%.

The prosperity of the clove industry is entirely dependent on overseas sales and the principal established markets, India and Indonesia, have restricted imports. Exports to Europe have tripled since 1957, but sales elsewhere have remained steady. The future of the industry may well depend on its ability to develop new markets.



Shoppers at local market place.

Zanzibar used to be the entrepot for all of East Africa, but re-export trade has declined almost 80%. For the last 50 years, production for export has barely kept pace with the increase in population.

Industry Output

Industrial production is limited and consists mainly of the processing of clove oil, coconut oil and fiber, soap manufacture and local handicrafts. The domestic market is small, and access to the East African mainland is hindered by tariff barriers.

Trade Balance

Zanzibar had an unfavorable trade balance in 1962, its fourth in six years. Forty percent of imports were agricultural, a slight improvement over the previous year but not encouraging, in view of the economy's agricultural base.

The government is attempting to diversify and increase agricultural output but has not been too successful in developing major new export crops. Emphasis is now being given to increasing production for local consumption, but it is unlikely that Zanzibar will become self-sufficient in food since the best land is planted in export crops.

Development expenditures are financed by contributions from recurrent revenue, local loans, British grants, and other external assistance. During fiscal 1963-64, the government proposes to spend the equivalent of \$1.6 million on capital expenditure. Of this, the equivalent of \$0.5 million will be devoted to developing agriculture and natural resources through the Zanzibar Development Bank, fisheries development, and agricultural extension and training.



Cloves are spread out for drying on straw mats at one of Zanzibar's many clove plantations.

East Africa market for consumer goods diversification seen

Long-term promotional efforts
needed as competition is keen

By JAKE SIMMONS, JR.

The market in East Africa is small now but as East Africa's economic development accelerates, the consumer goods market will become increasingly diversified and hence merits long-term promotional efforts by U.S. exporters and manufacturers.

CONSUMER GOODS

Competition is keen, not only with regard to suppliers in the U.K. but also with those in Italy, Germany, Japan, and even in the Soviet Bloc countries. Prior to the Mission's visit to East Africa, a Japanese Floating Trade Exhibition occasioned great interest, as did a Yugoslav Trade Exhibition which was held in Dar es Salaam during September/October. Other foreign country exhibitions have been commonplace. U.S. exporters of consumer goods should therefore examine their present operations to ensure adequate sales promotion in East Africa.

Discriminating consumer

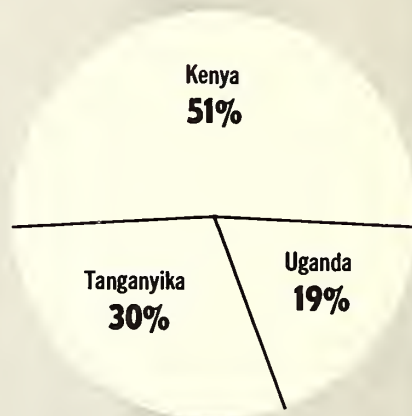
The African consumer is a most discriminating purchaser and quite conscious of quality standards. He may not know the technical composition of the commodity, but once the article develops the reputation for durability or quality this fact becomes widespread and the consumer is more apt to disregard the cost factor in preference to the quality, which in turn is guaranteed by the brand name. Moreover, the limited income of the African consumer makes its disposition a serious task and he therefore becomes a most discriminating consumer. The purchase of a shirt, as an example, takes a sizeable part of his wage, therefore, much time is spent in examining the merchandise to ensure due value for his purchase.

The market for consumer goods in East Africa can be divided essentially into two types of consumers: An urban consumer and a rural consumer, each

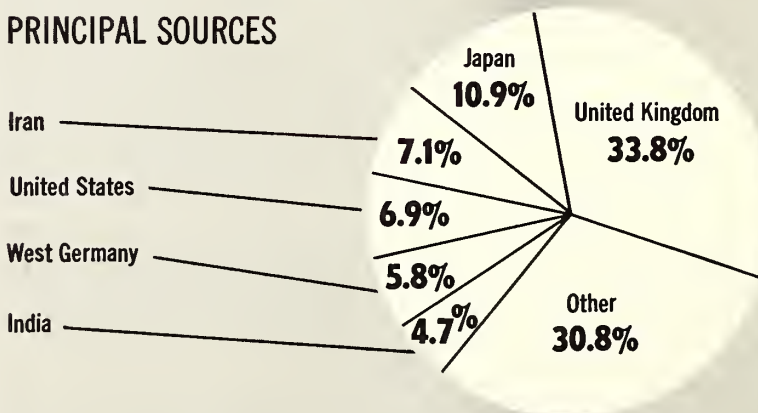
IMPORTS OF KENYA, UGANDA, & TANGANYIKA / 1962

(Total Value \$379.4 Million)

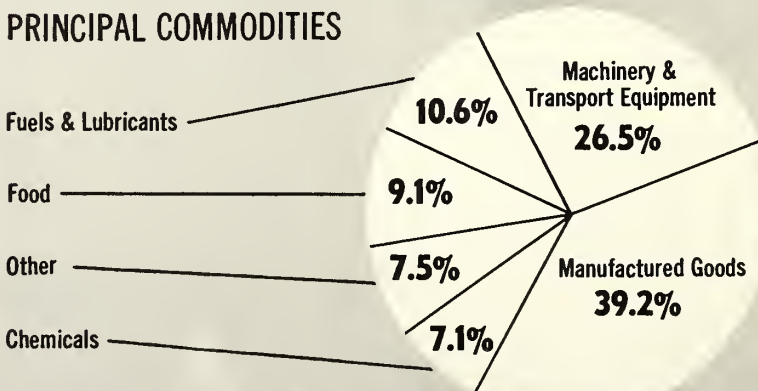
DESTINATIONS



PRINCIPAL SOURCES



PRINCIPAL COMMODITIES



Source: Economic & Statistical Review June, 1963,
East African Common Services Organization.

having distinct scales of wants and very different levels of income.

In the rural areas the individual consumer lives mainly on the basis of subsistence activities with an effective level of demand for only the most essential foodstuffs and household goods. Money income is derived mostly from the sale of cash crops which, however, may be only incidental to the major activity of subsistence agriculture.

In urban areas there is a wage-earning class displaying demand for an increasingly diversified range of commodities, including articles of apparel, canned and frozen goods, and other provisions, drugs and pharmaceuticals, cosmetics and toiletries, and even household electrical appliances. The more expensive luxury type goods, however, thus far seem to be beyond the reach of all Africans, except for a relatively limited number, mainly those in white collar, civil service or professional jobs. The luxury type goods are basically still in demand only among the European and Asian communities throughout East Africa.

Shops in the urban areas display an impressive variety of consumer goods, many of which carry well-known U.S. brand names. Closer examination of such commodities reveals production by European licensees; rarely seen is the label "made in the United States", which is highly regarded by the consuming public.

There are many small retailers in the Asian community of East Africa who operate small trading stores in the bush, but who in the cities operate medium and large-scale retail establishments. Most of these Asian "duka wallahs" (shopkeepers) are direct importers who buy in small consignments or job lots various and sundry merchandise through commission agents or "Indent Managers" in London or elsewhere on the Continent.

Retail programs fostered

The prominence of Asians in retail trade has prompted the respective governments in East Africa to foster programs designed to encourage the entry of Africans into retail entrepreneurship through such media as African loan boards or through direct government-supported organizations, including consumer cooperatives. In Tanganyika, for example, COSATA has been set up with Government support and with Israeli management to act as a foreign trading wholesaling and retailing cooperative. Capitalized at £450,000, it is still a fledgling organization which has considerable Government backing and which intends to organize a large network of retail outlets in direct competition with small existing retail establishments.

Small Business Administration Aid #137 discusses the services which combination export management firms offer manufacturers. It gives suggestions on: (1) the advantages of these services, and (2) how to select and locate a CEM firm that is best-suited for a particular company.

Copies of this Aid are available free from field offices and Washington headquarters of the Small Business Administration.

U.S. exporters would be well advised to make direct contact with these newer organizations in view of their long-term future growth prospects. In this context local representation is essential for the effective promotion of U.S. consumer goods. New products, even those regarded as more sophisticated, can be successfully introduced as evidenced by an experience the Trade Mission had in Kenya.

Research paid off

A U.S. sales representative traveling through Nairobi attempted to secure an agency representation for a line of modern soda-fountain equipment. Established companies were not interested in accepting this line; it was not "saleable in the market". Anxious to prove this statement to his own satisfaction, the U.S. representative proceeded to canvass

retail outlets and within two days was able to place orders for four units totaling £15,000, with an expectant four more orders.

Salesmanship essential

Depending upon the market and the product, aggressive salesmanship is essential; where local agents are not available it may pay for U.S. firms interested in long-term prospects to establish their own direct agent in the area. It is essential to understand local conditions and consumer tastes regarding, for example, color and packaging: A bottle to the consumer may be preferable to a can which has no further utilisation; a bottle can be used to carry water or liquid foods after the original contents have been consumed.

On-the-spot sales promotion is most effective in the long run. It may be desirable to allocate sufficient funds, even though initial losses may be encountered, for the introduction of a brand name which will gain a reputation for quality. The East African consumer is a conservative person who dislikes new products of uncertain quality. However, it is difficult to dislodge an article's position in the market once reputation is established for it by brand and performance.

The U.S. Department of Commerce stands ready to assist U.S. exporters by providing World Trade Directory reports on East African firms.



KENYA BAKERY: Biscuits travel on belts to the packing department of bakery visited by Mission in Kenya.

Change in East Africa's agriculture pattern necessitates import of farm equipment

Crop diversification, improved production methods emphasized; cooperative movement may open market for mechanized machinery

By MARVIN W. MELTON

At least three distinguishing characteristics of agricultural activities are evident in East Africa, the Mission found.

Some areas, as in Kenya, have substantial acreages alienated for plantation cultivation, but the vast majority of the people currently engaged in agricultural pursuits farm small plots averaging from 10 to 20 acres.

FARM EQUIPMENT

Such peasant farming can be in cash crops, such as coffee and cotton but a great many people still farm largely for their own subsistence. Such food crops include corn, yams, cassava, millet and sorghum.

A third characteristic is the importance of cooperatives. Although lack of water, poor soil and the tsetse fly impede farming and pastoral activities in some parts of East Africa, there are many extremely lush, fertile farming areas such as those in the vicinity of Nakuru and Eldoret in Kenya, Arusha and Moshi in Tanganyika and extensive lands throughout Uganda.

Government efforts in all the East African countries aim to reduce or eliminate subsistence farming and develop commercial farming and pastoral activities. Economic development plans in these countries emphasize crop diversification and improvement of production methods to increase the total output. An important feature of all plans is the encouragement given to further expansion of cooperative farming organizations.

Cooperative movement

The cooperative movement in agriculture has long been present in East Africa. For example, the first cooperative in Uganda was started in 1913 when four farmers joined together to market their produce. However, not until the post-World War II period did the cooperative movement gather momentum under official encouragement. In 1946 cooperative

legislation was enacted in Uganda and a Cooperative Department established. Today cooperatives in Uganda include more than 1,600 primary market societies with a total membership in excess of 300,000 farms. In Tanganyika a similar well established and sophisticated cooperative movement exists.

Today, agricultural cooperatives in East Africa are increasingly important not only in the marketing of cash crops on behalf of their members, but also as organizations which perform procurement functions on behalf of their members for the whole range of products needed for agriculture, including fertilizers, insecticides, farm implements and machinery.

While the market for mechanized machinery is still small, rapid growth and development of the cooperative movement in agriculture make prospects for more sophisticated agricultural machinery items such as large and small tractors, plows, planters, hay equipment, harrows look much more promising.

In some areas there are possibilities for water development to be used for irrigation. The Rift Valley is said to have two million acres of fertile land that can be irrigated. If this program should develop there would be a great demand for earth moving equipment, pumps, pipes and much other equipment in which the U.S. enjoys technological superiority.

Likewise, demand for fertilizers in East Africa should expand. At present only a small proportion of fertilizer needs are imported from the United States. U.S. interests might investigate this market to attempt to obtain a competitive share of this growing business.

Changes in the agricultural organization brought about by general advancement in East Africa will largely result in two trends:

1) European-owned units will lean towards a higher amount of mechanization. On these units, the tendency will be to reduce labor forces as far as any specific amount of work is concerned, and increase mechanization. Interest has already been expressed in mechanization of the entire program with seeding cultivation, weed control through spraying, and harvesting.

2) African units, as a whole will continue as small land holdings; however, farm machinery custom work will be carried out through the organization of cooperating societies and some mechanization can be expected. At present, this mechanization is apt to be limited to



UGANDA: This picker is gathering beans of coffee, one of the country's principal exports; the 1961 crop amounted to about 91,000 tons, mostly robusta. Other cash crops were tea, tobacco, ground nuts.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

plowing and ground preparation as there is still a large supply of labor. Mechanized cultivation and harvesting however remains a longer-term possibility as cooperative societies increase in scope and activity.

Group mechanization

In anticipating potential markets in farm machinery, a number of factors need to be considered. It is quite evident that within developing countries such as Kenya, Tanganyika, and Uganda, there will be an increase in the amount of farm machinery used. In both Uganda and Tanganyika this is already apparent in direct Government programs for the importation of farm machinery, particularly tractors. Mechanization on such units will be largely on a group rather than individual basis.

The principal difficulty in selling U.S.-manufactured farm machinery is that many of the U.S. companies have established factories abroad. These companies sell many items in East Africa at prices less than those offered by firms located within the U.S. Consequently, the principal opportunity for sales of farm machinery lies in a limited number of items which are not being produced as effectively elsewhere, such as specialty items—corn cultivators and harvesters.

The U.S. is also competitive in the large earthmoving equipment, and promotion in this field could be remunerative. There are also some opportunities in the sale of sprinkler irrigation equipment, including pumps and sprinkler lines.

It should be pointed out, however, that one of the basic difficulties in the sale of machinery in newly developed countries is the necessity of maintaining a proper supply of parts as well as a proper service organization.

If U.S. companies make an effort to provide services and spare parts for their agricultural equipment they will enjoy a favorable market for their product in East Africa.



UGANDA: Waters of the White Nile begin their trip down the step-like cascades of Murchison Falls.

MARKET FOR DRUGS, PHARMACEUTICALS

Drug demand in East Africa offers lucrative market to U.S. suppliers; local production of medicines begun

Africans consume greater share of pharmaceuticals today as area moves from subsistence level to a market economy

By WILLIAM ROBERT KAPP

Drugs and pharmaceuticals have a lucrative and growing market in East Africa.

PHARMACEUTICALS

Until recently, this market has been supplied almost entirely by imports coming primarily from the United Kingdom, with other European countries such as Germany, France, and Italy furnishing increasing amounts.

Imports from the U.S. have been almost non-existent although some have come in recently. On the other hand, many American brand names are found

in the market which has been covered for the most part by the British subsidiaries of U.S. companies.

There has been increasing local production of patent medicines—cough preparations, tonics, analgesics, ointments and liniments which find a steadily expanding market among the African population. At least four East African firms are now engaged in this activity, while others, including the local sales organizations of overseas companies, prepare to follow suit.

An estimate of the present East African pharmaceutical market would run perhaps \$13.8 to \$14 million at the retail level. Of this figure, some \$12 million would represent imported products, with

\$1.8 to \$2 million reflecting the locally manufactured patent medicines. The imported drugs would divide about evenly between ethical preparations and the proprietary, or patent medicines.

Thus, the greater share of the pharmaceutical market from East African countries goes to the patent medicine group. With these consumed mainly by the African peoples, there should result an even greater market for such products as more and more Africans move from a subsistence level into the market economy.

Imports amounted to \$6.7 million at c.i.f. port value in 1962 compared with \$6.4 million in 1961. During the first quarter of 1963 drug shipments into East Africa continued at an annual rate equal to the 1962 figure, although up 7% over the first three months of last year. For the most part, these products reach East Africa via ship to Mombasa, Kenya, or Dar es Salaam, Tanganyika. Those for Uganda are transshipped from Mombasa. Some arrive by parcel post. There are virtually no imports by air on a continuing basis.

For Government account

A closer analysis of the market figures indicates that about half of the estimated total of \$3.8 million (c.i.f. port value) of ethical imports—some \$1.9 million—consists of ethicals for Government account. These are usually purchased through Government tenders offered by the Crown Agents in London, an increasing number of which have been won over recent years by Italian and other European suppliers.

Governmental purchases pay no import duty and are dispensed through the government hospitals. With this in mind, the private sector thus accounts for \$1.9 million (c.i.f. port value), or \$3.8 million at the retail level. European and Asian segments of the population constitute the major consumers in this sector. The African is starting to buy such items, or receives them from dispensaries in the government hospitals and also from those maintained by many of the larger companies operating in East Africa as well as the Missions. As stated above, he primarily depends upon patent medicines at the present time, insofar as he takes medicinal products.

Kenya represents the largest portion of the pharmaceutical market in East Africa, accounting for somewhat under half of total consumption. Far and away the greater part of ethical drug preparations would be sold here. Kenya would, therefore, take up some \$6.9 or \$7.0 million of the total volume at the retail level.

Tanganyika and Uganda consume possibly 25% each, around \$3.5 million each at the retail level. The position of Zanzibar is a small one, the market absorbing perhaps \$50,000 of all types of medicines in a year.

In light of the growth of the East African economy, Nairobi, the capital of Kenya, easily has become the chief center for distribution of drugs throughout East Africa as well as the headquarters for the distribution of imported drugs, and for those overseas firms carrying out their own sales and manufacturing operations in East Africa. Three of the four major producers of patent medicines maintain plants here—Kenya Overseas Co. Ltd.; D. D. Patel & Co., Ltd.; and Philipsons, Ltd. The fourth, Opa, is situated in Jinja, Uganda.

Distribution

Distribution of medicines in the four countries of East Africa is effected by van or railroad from Nairobi, the commercial hub of the area. There is not much shipment by air; some by parcel post. Since much of the activity focuses in Nairobi, local delivery can be made by messenger on motor scooters or bicycle to the retail outlets. Goods are obtained from the stocks maintained by a distributor of a particular company or from the warehouse of a firm with its own local organization.

In the proprietary field, distribution activities are also carried out by means of vans sent from Nairobi equipped with loudspeakers which travel about promoting the various brands, and likewise make sales—mainly for cash—from supplies

brought along for the purpose. The procedure was introduced six or seven years ago.

In this fashion, many "dukas," as small shops throughout the region are called, can easily maintain their supplies. Some of the more popular patent medicines move rapidly to the consuming public, mainly African, by this method. Up to the present, the "dukas" have been operated mostly by Asians, who are said to carry on almost all the retail activity in East Africa. However, Africans are now beginning to own and operate these "dukas" in expanding numbers, and this trend will undoubtedly continue.

There are no wholesaling operations in the drug field in East Africa, as the term is understood in the U.S., although there are tendencies in this direction. For example, four firms in Nairobi may well be described as in the wholesale field—Grayson & Co., Ltd.; Howse & McGorge, Ltd.; J. L. Morison, Son & Jones, (East Africa), Ltd.; and Wardles, (Wholesale), Ltd. But these houses are likely exclusive distributors for particular firms, many of them American supplying East Africa indirectly from the U.S. via the U.K. or, until recently, from South Africa.

The East African representatives will consequently assist their principals in promotional activities and other services. At the same time, these houses serve as agents for many other drug and pharmaceutical lines of American, U.K. and European origin. In this connection, they merely maintain stocks and reflect more a true wholesaling character. They do not promote and only fill orders as received from the trade.

The four main companies listed above



KAMPALA VISIT: Mr. M. M. Ngobi, Acting Prime Minister of Uganda, right, and Ambassador Olcott Deming at a Reception for Mission members November 21st.

have, in some instances, maintained retail outlets, but they are gradually retiring from this field.

Besides the chief wholesalers, there are perhaps another twenty or so firms carrying out a wholesaling function; that is, bringing in stocks of medical goods for resale. They are small and their total volume together does not approach that of the big four.

Pricing

Prices for medicines in the private sector in East Africa can be worked back from the retail level. Drugs in chemists' shops, as pharmacies are known, are marked to allow around 33⅓% to the chemists; the exclusive distributor may receive 20-25% off the resulting figure, but for this he must pay for promotional and related services; a simple agent for a product might secure only a 10% commission. Landed costs in Nairobi and elsewhere likewise include 5% allowed for transportation from Mombasa, or Dar es Salaam in Tanganyika, 3% port handling charges and any import duties that may obtain.

Another consideration is the cost of shipping ex country of origin and any charges for forwarding from inland points to port in country of origin. Thus, U.S. suppliers of pharmaceuticals who quote f.a.s. prices to potential representatives or customers in East Africa do not provide meaningful information to their customers. They should endeavor to quote at least f.o.b. U.S. port, or c.i.f. Mombasa or Dar es Salaam. From this may be developed a rate structure which will enable the purchaser to determine whether the goods offered are competitive in a highly competitive market place.

Also in the pricing field, it may be noted that hospitals buying pharmaceuticals receive 25% off the retail price, while doctors can obtain a 15% discount. Certain physicians in East Africa maintain small stocks of drugs which they employ in treating patients in their offices rather than sending them to chemists shops. Cost of the drugs is included in their bills to the patients.

Ethical pharmaceuticals in the four countries in East Africa—antibiotics, sulphonamides, narcotics, and the like—are closely controlled and require a physician's prescription. Legislation and regulations governing their sale by the chemists shops were established under the Poisons and Pharmacy Act of 1956-1957. In turn, this reflects similar controls in Great Britain.

Each chemist must have a qualified pharmacist to handle these drugs. Under the system hithertofore existing, pharma-



TANGANYIKA: President Julius K. Nyerere (left) greets Ambassador William Leonhart (center) and members of the U.S. Trade Mission when they paid a courtesy call on him at the State House during their visit.

cists in East Africa have had to qualify as pharmacists in the U.K. The advent of independence is changing such rules and pharmacists from continental Europe are reportedly coming soon to East Africa. Following Kenya's and Zanzibar's independence in December others will probably plan to come.

Hospitals occupy a significant role in the consumption of medicines in East Africa, especially governmental and mission institutions. An idea of the situation can be had from the table below listing the estimated number of beds in hospitals and related dispensaries and clinics. These data are derived from unofficial sources:-

	Government	Mission	Private*	Total
Kenya	6659	2241	2225	11,125
Tanganyika ..	7000	6100	900	14,000
Uganda	4000	1500	2600	8,100
Zanzibar	100	—	—	100
Totals	17,759	9,841	5,725	33,325

* Includes beds in hospitals maintained by a number of large plantations and commercial concerns operating in rural areas.

Mission hospitals have an important place in the dispensing of medicines in East Africa. They are not, however, large purchasers from the commercial sector. Due to their limited available funds, they rather look for supplies which they buy from government hospitals at a price nominally about 10% over the government cost, or which come as charitable contributions from welfare organizations and drug companies overseas.

A further index of the market for drugs and pharmaceuticals may be gleaned from the number of doctors, dentists, pharmacies, pharmacists and veterinarians in East Africa, all of whom deal with these products. Corresponding

data from unofficial sources are presented herewith:

	Doctors	Dentists	Pharmacies	Pharmacists	Veterinarians*
Kenya	538	40	58	107	125
Tanganyika ..	318	20	20	34	56
Uganda	354	18	13	21	58
Zanzibar	36	2	2	2	2
Totals	1,246	80	93	164	241

*Most veterinarians are connected with the respective governments. Imports of veterinary medicines are small and the figures are included in all medicinal imports.

In conclusion, it may be said that the market for drugs and pharmaceuticals in East Africa is a growing if small one. It may be expanding at a 5-10% rate per annum, both in the ethical and patent medicine areas. In the latter area, commercial drug companies will find their most profitable operations in the years immediately ahead. This will come about as the African enters the market economy in greater numbers and acquires a knowledge of the various branches of patent medicines available.

Many U.S. pharmaceutical firms are already in the East African market indirectly from England. Some exports are now coming from the U.S.

For a proper share of an admittedly competitive market, U.S. drug suppliers must be prepared to work closely with a good distributor who will help to promote their products, or establish their own local sales and manufacturing operations. This will apply to both ethical and patent medicines. Some American companies are already in the field, and still others are reported ready to enter. In any event, there is a market worth examination on the spot by interested U.S. exporters and businessmen.

East African industrial firms look for goods for railways, harbors, highways

U.S. equipment manufacturers could supply light machinery; industry still young, but rapid expansion is expected

By GRANT L. THRALL

The international trade pattern of East Africa is historically with Great Britain, India and Europe. The U.S. is far behind.

INDUSTRIAL EQUIPMENT

Few Americans, outside big game hunters and a handful of tourists, have visited this part of the world and only a sprinkling of businessmen have taken the time to properly assess the likely demand for American

equipment.

Commercial imports are almost exclusively in the hands of the British and Asians, the latter second and third generation Hindus and Muslims who have migrated here from Western India. There are very few Africans in these three countries presently qualified to carry on international trade.

The British firms presently dominate the imports of equipment and machinery for the agrarian economy. The Asians are strongest in consumer goods imports which they distribute through a network of small retail shops scattered throughout the area, also owned in good part by Asians.

Both these groups—with an eye to the future—encourage Africans to infiltrate as trainees.

American firms interested in reaching this market should take this factor into consideration, favoring groups with African participation who will take an important place in the growth pattern of the future.

It is well to consider the entire area as a unit when setting up distribution. One good firm should be appointed to deal directly with East Africa and not through South Africa, Great Britain or Australia, as in the past. The local people deeply resent American indifference to their commercial needs, and now as they take their place in the free nations of the world they will insist on dealing direct.

In Tanganyika, a new type of distributing outlets is being organized that may well be a pattern of the future. COSATA is a Cooperative Supply Association managed by Israelis as a wholesale-retail chain, throughout the country, to help bring consumer goods and light agricultural equipment to the African at the lowest possible cost.

INTRATA, organized originally by a Dutch group, concentrates on heavier equipment with several branches in important trade centers. Both groups, while presently organized by foreign personnel, are expanding with Government funds and are busy training young Africans in business procedure. These groups are seeking exclusive arrangements with U.S. equipment manufacturers.

There is a common market with equalized customs treatment and a common

currency throughout the three countries. Consequently a single agent in one country and branches in the others will serve quite satisfactorily as a representative for U.S. equipment.

The market for industrial equipment should also benefit through procurement under the U.S. AID program. U.S. equipment manufacturers will be wise to seek out responsible representatives now to take full advantage of this situation.

In every place visited by the Mission, there was a general complaint of U.S. prices and a reluctance to quote c.i.f. prices. This is a normal reaction in new markets and not always substantiated, although few U.S. companies will offer c.i.f. prices as initial quotations. The U.S. is handicapped by lengthy trade routes to reach this market and American suppliers should study the ocean tariff classifications carefully to find ways to quote competitively. American suppliers can do best price-wise in items that sell well in highly competitive markets as in Europe, Great Britain and Japan where there has been some major success in recent years.

Initial quantities will be small and U.S. suppliers should give attractive discounts in anticipation of a growing demand.

The major demand for American equipment should be in heavy capital goods for the railways, harbors and high-



TANGANYIKA: Capital and principal part, Dar Es Salaam (Haven of Peace) has population of 128,750.

ways. East Africa's requirements are presently obtained through the common services who place their purchases through the Crown Agencies in London.

Information on large tenders are available through the Crown Agencies representative in Washington, D.C., but actual purchases are usually from traditional suppliers in Great Britain. This will change in time as Africans are trained to fill these jobs. Interested U.S. companies should watch for desirable tenders, as only through persistent action can they break this existing log-jam.

Equipment for new industry

The demand for lighter equipment for new industries now in the making is far more encouraging. The local European or expatriate community has done well in this field, but the larger Asian community, with accumulated wealth from other sources, is making an important move in this direction. The Asians are particularly discerning in the selection of machinery for these new industries that will open the way for U.S. equipment.

Representatives of U.S. companies in this area must be encouraged to go after this business aggressively, particularly where there is some price and quality advantage, specifically in such items as domestic and commercial refrigeration, industrial oil-burning equipment, oil burners and packaged boilers. There is considerable local interest in plastic extrusion of film to package produce, and pipe for irrigation.

Water pumping apparatus for irrigation and farm use will increase in demand as electricity reaches the rural areas still supplied by diesel-driven generators. Prevailing electric specifications are 220/240 volts 50 cycle 1 phase.

Industry in East Africa is still very young but should grow rapidly. Some of the industries already operating satisfactorily are the following—cement, soaps and shoes, knitwear, woolen blankets, twine, matches, bottles, metal cans and boxes, cooking utensils, fruit and vegetable canning. The brewery business—as in most countries, flourishes here. All these firms need new and improved equipment and many other industries are under consideration or survey.

Most of these Governments are working on period plans that cover hopes and dreams of the industrial future. U.S. companies would do well to review these plans as published to glean the future equipment requirements.

New industry involving employment of any consequence is required to get Government approval, as the separate Governments are careful to properly space the location.

Imports of certain items are under strict control, for foreign exchange reasons, but it is the ideal time for U.S. industry and exporters to take a hard look at this part of the world.

Atlantic ports listed

"United States Seaports—Atlantic Coast" has been issued by the Maritime Administration, U.S. Department of Commerce.

The publication provides data on individual port administration; Federal functions and services; port and terminal services, rates, and charges; labor contracts, rules, benefits, wage rates, and related data; foreign and domestic trade moving through the ports in 1959 and 1960; port development and port-related technical studies and research programs; and policy and legal actions taken by the Federal Government affecting the port industry.

"United States Seaports—Atlantic Coast" may be purchased from the Superintendent of Documents, Washington, D.C. 20402, for \$1 per copy.

FIELD FOR U.S. INVESTMENT

East Africa's potential market offers diverse future rewards for private American investors

U.S. business urged to turn attention to this area where governments, people welcome American know-how

By ERASMUS H. KLOMAN, JR.

East Africa offers a considerable number of promising potentialities for profitable enterprises financed by foreign capital.

INVESTMENT OPPORTUNITIES

Opportunities for private investment range from the small-scale to larger enterprises requiring substantial capital; and from primary agricultural production to manufacturing industries based on modern technological know-how.

There is little doubt that within the foreseeable future various sectors of the East African economies will advance to a more highly developed, productive level. Without attempting to answer the difficult and highly controversial question whether East Africa can expect to reach the "take-off" point to economic growth in any given number of years, it may nevertheless be said with certainty that

the economic development of East Africa is going to proceed apace.

Those who invest capital and technical/managerial skills in this process can expect to win substantial if not exceptionally high rewards for their enterprise.

Equally apparent is the fact that East Africa already attracts and will continue to draw investment from a wider circle of foreign countries than in the pre-independence era. West Germany, Italy, Belgium, France, Israel, Japan, India and both Chinas show varying degrees of interest in securing financial stakes in the economic development of the East African countries. Moreover, many British companies already heavily invested here are diversifying their investments, shifting from strictly commercial to industrial fields, all with a view towards reinforcing and safeguarding their positions in the new African economies.

Few U.S. products

The most notable characteristic of the American business presence in East

Africa is its relative insignificance compared to active interest shown by most of the world's other industrialized nations. Although the U.S. enjoys as much if not more goodwill here than any other nation and although U.S. products and production techniques are highly respected, relatively few companies are established or seek to enter the East African market.

By American business standards this market may not reach significant proportions for a number of years to come. But those who establish their companies and products early will have a decided advantage over late-comers.

The question of the size of the East African market, which is one of the keys to an appraisal of the investment climate cannot be answered with absolute certainty at this moment. Much hinges, of course, on whether the three separate countries can find some acceptable formula for uniting on a regional or federal basis. The political leadership of each country has demonstrated full awareness of the importance of unity and a desire to move in that direction.

Experience throughout the world demonstrates that the more time allowed to nourish national loyalties the more difficult it becomes for nations to unite. Competitive nationalisms here might even threaten the common economic institutions making up the existing common market. Fragmentation of the substantial degree of economic unity already

achieved would seriously undermine the investment climate.

Fortunately, East Africa's political leadership consists mainly of responsible and dedicated men who will make every effort to maintain and strengthen existing unity. But exceptional statesmanship will be required to surmount the forces which lead governments and peoples to place national interests above the common interests of an unformed community.

The East African governments, like all other African governments, are extremely anxious to attract foreign private investment. Towards this end, they are considering and have already enacted some legislation which offers attractive inducement to overseas investors. In fact, the Tanganyika Government signed an AID Investment Guarantee Agreement with the U.S. during the course of this Mission's visit to Dar es Salaam symbolizing the sincerity of Tanganyika's interest in attracting U.S. capital.

Similar agreements are under discussion with the Uganda and the new Kenya and Zanzibar governments. Of course, the investment climate in developing countries is a reflection not only of official statements and laws of government but also of the attitude and actions of the nation as a whole towards all private capital. East Africa shows indications that it is learning the lessons of experience in other African states which have suffered economically from a dete-

rioration in their investment climates.

Kenya is the most advanced in respect to development of industry and modern agricultural production. Nairobi is the commercial, industrial and financial hub of the entire region and Mombasa is by far the largest port. Kenya has the highest per capita income although distribution is far less even than in Uganda and Tanganyika. Its imports (\$193 million in 1961) exceed in value the combined imports of Tanganyika and Uganda, but it alone of the three has an unfavorable balance in external trade.

Kenya is the least endowed with known mineral reserves. Its greatest economic problem for the future stems from the combination of a rapidly growing population and a serious shortage of arable land. Unemployment and underemployment are already serious problems which threatens to become more severe as large numbers of school-leavers swell the ranks of the work forces each year. The threat to future political stability posed by this situation needs hardly to be underscored.

What should be emphasized, however, is the relatively hopeful political climate and the constructive attitude of moderation on the part of Kenya's political leaders as they approached independence.

Tanganyika, in contrast, relatively poorer in both gross product and per capita income, has no shortage of arable land. Having had a far smaller European settlement than Kenya, it avoided many

VALUE OF TOTAL TRADE IN KENYA, UGANDA & TANGANYIKA



Source: Economic and Statistical Review 1961, 1962, 1963, East African Common Services Organization.

of the difficult problems of race relations which Kenya still faces. The social tranquility and a conscientious dedication to hard work on the part of the country's new civil service all bear witness to wise and responsible political leadership.

The cooperative movement is more highly organized in Tanganyika than in any other African country and could provide a most useful mechanism for economic advance provided it does not weaken itself by too rapid expansion and diffusion or too much Government direction and control. American business interests would do well to investigate the opportunities for joint ventures in collaboration with cooperatives in view of the special place which this form of enterprise occupies in the Tanganyika economy.

Of the three countries, Uganda merits special consideration on several counts. Geographically, it is well placed for servicing not only the markets of East Africa but also the interior markets of Central Africa. In its human resources, Uganda has benefited from the relatively long exposure to both missionary and civil influences from Western sources. It is noteworthy that Kampala was the site of the first East African university, Makerere, which formed the base for the recent establishment to the University of East Africa with branches in all three countries.

Influences from the Western world when brought to bear upon an enterprising and resourceful people, have helped to create an atmosphere which is peculiarly receptive to the spirit of American enterprise. Although Uganda's per capita income is not substantially different from that of Kenya or Tanganyika, the Mission found in Uganda quite a number of business representatives of the indigenous population who are well advanced along entrepreneurial lines. Although it is the smallest of the three countries, it is well endowed in arable land, an exceptionally pleasant climate throughout large areas, and, as noted, human resources of great potential.

Investment opportunities

As noted at the outset, the fields for profitable investment in East Africa are quite varied. The East African governments wisely recognize their dependence on agriculture as the base of their economies, but welcome outside investment which will introduce whatever industry the economies can support.

They place special emphasis on industries based on the processing of locally-produced raw materials in the hope that such a logical approach towards industrialization will produce new and better

employment opportunities, additional tax revenues and, in some cases, foreign exchange earned from export.

Investment opportunities which fall under this category include the following: Processing of foodstuffs (meat, fruit, vegetables, sugar); processing of sisal; manufacturing of wood, pulp and paper products from local timber; coastal and inland fishing and fish processing; textile and clothing manufacture from locally-produced cotton and wool and synthetic fibers. (The plans to build one American-owned and one German-owned mill in Tanganyika should be taken into account in considering the increasingly competitive textile market. A large number of firms, both foreign and domestic, have shown an interest in a market which now accounts for annual textile imports of approximately \$17 million).

Additional opportunities in fields not directly related to locally-produced commodities are to be found in the following industries: Building and construction (housing, office and industrial sites, roads and ports as well as manufacture of cement blocks and bricks; existing cement plant capacity already meets market requirements); plastics; small-scale consumer goods industries; glass and bottle manufacture; fertilizers; assembly industries (agricultural implements, motor vehicles, bicycles); service industries, banking, insurance.

The opportunity for investment in the tourist industry of East Africa holds considerable potential. Wild game is being rapidly obliterated on most of the Continent except for East Africa where large reserves are maintained. The East African governmental policies of wild life conservation together with the unusually pleasant climatic conditions in the highland areas suggest promising prospects for substantial growth of the tourist industry.

Opportunities for U.S. firms are to be found in hotels and motels or lodges (particularly in locations near the game parks); and tourist travel (including, in addition to providing regular tourist services, the management of safaris).

Farming opportunities

The withdrawal of some of the former European settlers, particularly the British settlers' departure from Kenya, has opened an opportunity for Americans to engage in agricultural production in East Africa. Such production, to be acceptable to the host government and people, would in most cases, need to be large-scale, highly mechanized and geared to export markets and foreign exchange earnings. Farming is far from easy in East Africa, but well-managed farms can produce good yields in favorable years.

Opportunities in this area include: production of such traditional crops as coffee, tea, sisal, cotton; and cattle ranching.

Like most other developing nations, the East African governments favor joint venture investments which permit foreign capital and technical/managerial know-how to collaborate with local capital, either private or public or both. The East African countries are all capital-poor. Such capital as does exist is almost exclusively in the hands of the ex-colonial business community or the Asians who dominate commerce and who, in some cases, hold substantial savings.

Almost no Africans possess capital resources and very few qualify by experience or training to assume positions of executive or managerial responsibility. The manpower problem will be somewhat alleviated by the return of East African students studying abroad, though many of these will be entering government.

It will be a good while before entrepreneurial groups, such as those which were found in West Africa even before independence, are developed in East Africa. Skilled and semi-skilled labor is also in extremely short supply. The training of Africans for positions of progressively increasing responsibility and authority is essential to the success of foreign businesses operating in this area.

East Africa as a field for U.S. investment has suffered from the lack of knowledge and interest by the U.S. business community in an area which seemed remote and of slight economic consequence. Today, it is no more remote than many areas where U.S. business is engaged. But the area is still regarded as one of only marginal significance. The U.S. business community is thus in danger of losing out to other foreign investors who may be more perceptive in recognizing the growth potential of one of the last new frontiers.

If new U.S. investment is not forthcoming here, American business will be losing out not only in an opportunity for favorable returns on risk capital but also in an important market for exports. For just as investment follows trade, so trade follows investment in a relationship which is entirely interdependent.

East Africa, with its highly developed structure of common economic institutions, is an area of pivotal significance in the economic development of the African continent. If the American business presence is not strengthened here in the near future, the U.S. business community will be placing itself at a serious disadvantage for the long-run future when East Africa becomes a market of economic significance.

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Table 1.—Land Area of East Africa, by Country

	Kenya	Tanganyika	Uganda	Zanzibar	East Africa, total
Land area . . . 000 square miles . . .	220	341	76	1	638
Water and swamp . . . 000 square miles . . .	5	21	16	—	42
Total area . . . 000 square miles . . .	225	362	92	1	680
Percent of East Africa, total . . .	33.1	53.2	13.5	0.2	100.0

Source: East African Common Services Organization, *Economic and Statistical Review*, June 1963.

Table 2.—Population East Africa, by Country, by Racial Grouping [000 persons]

	Kenya (mid 1962)	Tanganyika (mid 1962)	Uganda (mid 1962)	Zanzibar (mid 1963) ¹	East Africa, total
Africa	8,325	9,419	6,920	250.00	24,914.0
Non-African . . .	270	141	96	85.00	592.0
European	(56)	(21)	(11)	(0.50)	—
Asian ²	(176)	(87)	(80)	(19.50)	—
Arab	(34)	(28)	(2)	(60.00)	—
Other	(4)	(5)	(3)	(5.0)	—
Population, total	8,595	9,560	7,016	335.00	25,506.0
Percent of East Africa, total	33.7	37.5	27.5	1.3	100.0

¹ Based on data supplied by U.S. Consulate.

² For Kenya, Tanganyika, and Uganda this category is composed of Indian, Pakistani and Goan peoples.

Source: East African Common Services Organization, *Economic and Statistical Review* June 1963, September 1963.

Table 3.—Gross Domestic Product in East Africa, by Country, 1961¹

[Millions of dollars of factor cost converted from East African pounds²]

	Kenya	Tanganyika	Uganda	Zanzibar	East Africa Total ³
Primary industries	244	315	284	19	862
(Contribution nonmonetary economy)	(132)	(176)	(129)	—	—
Manufacturing and construction	92	76	34	4	202
(Contribution nonmonetary economy) ⁵	(31)	(31)	5	—	—
Trade and transport	143	62	57	6	268
Services	50	17	34	4	101
Rents (including ownership of dwellings)	25	11	8	4	44
General government	76	45	20	6	147
Total ³	630	526	437	31	1,624
Per capita GDP ⁶	76	56	64	98	64

¹ Preliminary estimates except for Zanzibar. ² Converted from East African pounds: EA £1 equals U.S. \$2.80.

³ Figures may not add to totals because of rounding. ⁴ Less than 1 million pounds (\$2.8 million).

⁵ Data are not available. ⁶ Based on 1961 population data in East African Common Services Organization, *Economic and Statistical Review*, September 1963; expressed in dollars per capita.

Sources: East African Common Services Organization, *Economic and Statistical Review*, June 1963; East African Common Services Organization, East African Statistical Department, *Gross Domestic Product of Zanzibar*; Economics and Statistics Division, Office of the Minister of State for Constitutional Affairs and Economic Planning, *Kenya Statistical Abstract 1962*; Statistics Branch, Ministry of Economic Affairs, *Uganda Statistical Abstract 1962*; Statistics Division, The Treasury, *Tanganyika Statistical Abstract*, 1962.

Table 4.—Selected Minerals Produced in East Africa,
by Country, 1961

[Quantity in units indicated; value in thousands of dollars converted from
East African pounds¹]

	Kenya		Tanganyika ²		Uganda		Kenya		Tanganyika ²		Uganda	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Diamonds												
thousand												
carats												
Copper												
thousand long												
tons	2.5	1,632	.1	64	13.2	³			.6	3	—	—
Soda ash												
thousand long												
tons	144.7	4,486	—	—	—	—						
Gold												
thousand troy												
ounces	12.3	431	101.0	3,550	.4	³			.1	246	—	—
Lead												
thousand long												
tons	—	—	.3	62	—	—			—	—	.1	³
Salt												
thousand long	22.6	512	32.8	759	—	—			.6	59	—	—
tons												
Lime and												
limestone												
thousand long												
tons	20.0	297	3.5	48	—	—						
Tin												
long tons	—	—	.2	426	(4)	(3)			—	932	.4	³
Diatomite												
thousand long												
tons	3.0	134	—	—	—	—			³	22,333	³	³
Total												

¹ Converted from East African pounds at EA £1 = \$2.80.

² Provisional estimates.

³ Data are not available.

⁴ Produced in negligible quantities.

Sources: Economics and Statistics Division, Office of the Minister of State for Constitutional Affairs and Economic Planning, *Kenya Statistical Abstract, 1962*; Statistics Division, The Treasury, *Tanganyika Statistical Abstract, 1962*; Statistics Branch, Ministry of Economic Affairs, *Uganda Statistical Abstract, 1962*.

Note.: 1 long ton = 2,240 pounds.

Table 5.—Crops, Timber, and Livestock Produced in East Africa,¹ by Country, 1961

Crops	[Units as shown]		
	Kenya (000 tons)	Tanganyika (000 tons)	Uganda (000 acres)
Sisal fiber and tow	62.3	198.0	6.0 ^E
Clean coffee	27.4 ²	19.2	607.0
Tea	12.4	4.4	19.0 ^E
Tobacco	..	2.6	9.0 ^A
Cotton	..	33.0 ³	2,072.0 ^A
Sugar	..	28.7	43.0 ^E
Pyrethrum	10.2	1.3	..
Oil seeds	..	90.7 ⁴	..
Plantains	..	..	1,521.0 ^A
Maize	150.1	..	441.0 ^A
Millet	..	..	2,002.0 ^A
Peanuts	..	..	556.0 ^A
Beans	..	..	721.0 ^A
Sweet potatoes	..	..	705.0 ^A
Cassava	..	..	784.0 ^A
Wheat	84.1 ²	..	..
Barley	9.9 ²	..	..
Wattle bark	53.9 ²	..	1960/61
	(000 cu. ft.)	(000 cu. ft.)	(000 cu. ft.)
Timber	4,066.0	4,358.0	3,822.0
Hardwood	649.0	..	3,792.0
Softwood	3,417.0	..	30.0
Livestock	Available for slaughter (000)	Numbers on farms (000)	On African farms (000)
Cattle and calves	4,564.0	8,016.0	3383.0
Sheep, goats, and lambs	500.0	7,434	3365.0
Pigs	595.0	23.0	16.0

¹ Estimated 1959 acreages of principal crops in Zanzibar: cloves—80,000; coconuts—120,000; rice—17,000; cassava—30,000; bananas—10,000; sweet potatoes—6,000; other—10,000.

² Crop year rather than calendar year.

³ Cotton ginned.

⁴ Includes peanuts, copra, cashew nuts, castor seed, sesame seed, and sunflower seed.

⁵ Data are not available.

^E Estate growers only.

^A African growers only.

Sources: Economics and Statistics Division, Office of the Minister of State for Constitutional Affairs and Economic Planning, *Kenya Statistical Abstract, 1962*; Statistics Division, The Treasury, *Tanganyika Statistical Abstract, 1962*; Statistics Branch, Ministry of Economic Affairs, *Uganda Statistical Abstract, 1962*; East African Common Services Organization, East African Statistical Department, *Gross Domestic Product of Zanzibar*, February 1963.

Table 6.—Transportation and Communications, East Africa

	Kenya	Tanganyika	Uganda	Total
Shipping				
Number Ships entered, 1961...number...	2,594	5,118	..	..
Net Reg. tonnage entered, 1961...thousand tons	4,711	6,590	..	..
Cargo handled at main ports				
Imports, 1962...thousand tons...	2,175	796	..	2,970
Exports, 1962 thousand tons	1,317	713	..	2,030
Air Traffic, 1962				
Commercial aircraft movements...number	12,338	7,302	6,065	..
Passengers handled...thousand	438	123	110	..
Cargo handled...thousand kilograms	6,297	2,106	707	..
Roads, 1961				
Roads...miles	25,884	20,958	9,050	..
Registered Vehicles...number	84,540	42,256	41,070	..
Railroads, 1961				
Track...miles	..	..	..	4,152
Main lines...miles	..	..	..	2,714
Passenger Train...thousand miles	..	..	..	2,459
Goods...thousand ton miles	..	..	..	1,831,833
Post Offices, 1962...number	..	..	..	592
Telephones in use, 1962...do	..	..	..	80,085

¹ Includes public call offices, direct exchange lines, party line extensions and private wires.

Source: East African Common Services Organization, *Economic and Statistical Review*, June 1963; Economics and Statistics Division, Office of the Minister of State for Constitutional Affairs and Economic Planning, *Kenya Statistical Abstract, 1962*; Statistics Division, The Treasury, *Tanganyika Statistical Abstract, 1962*; Statistics Branch, Ministry of Economic Affairs, *Uganda Statistical Abstract, 1962*.

Table 7.—Exports of East Africa, by Major Destination Country, 1961

[Thousands of dollars converted from East African pounds¹]

	United Kingdom	West Germany	United States	Total	U. S. as percent of total	United Kingdom	West Germany	United States	Total	U. S. as percent of total
Kenya										
Coffee	3,562	12,799	5,664	29,705	19.1	Tanganyika				
Sisal fiber						Sisal	12,010	2,094	39,278	7.9
Tea and tow ...	2,114	1,148	613	11,738	5.2	Coffee	1,352	3,707	18,934	47.1
Pyrethrum	6,642	78	1,739	11,211	15.9	Cotton	627	3,900	19,023	..
extract	1,044	20	3,550	6,348	54.3	Tea	2,976	6	3,744	7.9
flowers ...	8	..	1,610	2,262	71.2	Hides, skins, furskins ...	1,495	154	4,925	5.1
Meat and meat preparations	4,404	185	..	6,392	..	Cashew nuts ..	11	70	5,054	..5
Sodium carbonate	..	..	..	4,444	..	Diamonds ...	16,134	..	16,134	..
Hides, skins, furskins	722	291	31	4,427	.7	Gold	3,497	..	3,497	..
(undressed).						Other	10,595	1,095	25,628	2.9
Wattle bark extract	59	179	218	2,142	1.0	Total	48,697	10,956	136,217	9.8
Raw cotton ..	98	1,053	..	1,761	..	Uganda				
Butter and ghee	627	..	..	1,728	..	Raw cotton ..	1,515	8,725	46,805	..
Copper and copper alloys	..	..	..	1,428	..	Coffee	8,924	1,487	39,138	38.5
Other	4,534	655	624	15,327	4.1	Animal feeds ..	3,954	..	3,990	..
Total	23,814	16,408	14,050	98,913	14.4	Oilseeds, nuts, kernels	445	14	1,971	..
						Tea	1,828	322	4,122	7.8
						Hides, skins, and furs ...	358	17	2,285	.7
						Copper and copper alloys	..	..	8,291	..
						Metalliferous ores	241	356	658	54.0
						Other	540	98	2,486	3.9
						Total	17,805	10,795	109,746	14.5

¹ Converted from East African pounds at EA £1 = U.S. \$2.80.

Sources: Economics and Statistics Division, Office of the Minister of State for Constitutional Affairs and Economic Planning, *Kenya Statistical Abstract, 1962*; Statistics Division, The Treasury, *Tanganyika Statistical Abstract, 1962*; Statistics Branch, Ministry of Economic Affairs, *Uganda Statistical Abstract, 1962*.

Note: Figures may not add to totals because of rounding.

Table 8.—Imports of East Africa, by Principal Countries of Origin, 1961

[Thousands of dollars converted from East African pounds ¹]

	United Kingdom	West Germany	United States	Total ²	U.S. as percent of total	United Kingdom	West Germany	United States	Total ²	U.S. as percent of total
Kenya										
Food	4,334	56	1,450	19,144	7.6					
Beverages and tobacco ..	1,212	34	241	2,873	.8					
Crude materials (inedible) except fuel	451	31	28	2,996	.1					
Minerals, fuels, lubricants, etc.	1,070	140	745	21,235	3.5					
Animal and vegetable oils and fats	84	109	42	2,167	1.9					
Chemicals	6,773	1,620	907	14,440	6.3					
Manufactured goods class chiefly by material	15,005	2,298	1,523	53,598	2.8					
Machinery and transportation equipment ..	33,385	4,594	5,454	51,957	10.5					
Miscellaneous manufactured articles	5,040	840	1,324	14,540	.9					
Miscellaneous transactions and commerce	20	—	—	10,074	—					
Total ²	67,374	9,722	11,712	193,024	6.1					
Tanganyika (direct imports)										
Food	1,190	14	1,957	9,604	2.0					
Beverages and tobacco ..	246	11	—	476	—					
Crude materials (inedible) except fuel ..	53	6	6	440	1.4					
Minerals, fuels, lubricants, etc.	193	20	137	6,784	2.0					
Animal and vegetable oils and fats	36	3	—	731	—					
Chemicals	3,335	344	104	4,934	2.1					
Manufactured goods classified chiefly by material	13,218	1,305	272	34,415	.8					
Uganda										
Machinery and transportation equipment ..	12,779	2,139	2,086	23,117	.9					
Miscellaneous manufactured articles	2,243	336	272	5,570	4.9					
Miscellaneous transactions and commerce	—	—	—	2,542	—					
Total ²	33,295	4,178	4,830	88,614	5.4					
Uganda										
Motor spirit	—	—	—	2,159	—					
Gas, diesel and other fuel oil	—	—	—	1,218	—					
Medicinal and pharmaceutical products ...	1,098	59	45	1,336	3.4					
Rubber tires	689	154	—	1,627	—					
Cotton fabric (piece goods)	661	174	14	5,200	.3					
Synthetic fiber fabrics (including piece goods)	45	50	22	5,460	.4					
Agricultural machinery, etc.	364	48	398	1,022	38.9					
Electrical machinery, etc.	2,467	182	34	3,573	.9					
Other machinery	4,494	574	476	7,106	6.6					
Private motor cars	840	644	70	2,484	2.8					
Buses, trucks, etc.	871	56	20	1,196	1.6					
Chassis with engine mounted (commercial)	344	171	3	529	.5					
Bodies, chassis, frames and parts	1,466	146	17	1,890	.9					
Clothing	336	20	185	3,086	6.0					
Other commodities	11,908	2,955	728	36,445	2.0					
Total ²	25,580	5,233	2,008	74,329	2.7					

¹ One East African pound valued at approximately \$2.80.

² Figures may not add to totals because of rounding.

Note: Direct imports—goods entered at time of importation, including goods which are exported or transferred. Net Imports—Direct Imports minus transfers outward plus transfers inward.

Sources: Economics and Statistics Division, Office of the Minister of State for Constitutional Affairs & Economic Planning, Kenya Statistical Abstract, 1962. Statistics Division, The Treasury, Tanganyika Statistical Abstract, 1962. Statistics Branch, Ministry of Economic Affairs, Uganda Statistical Abstract, 1962.

Table 9.—Zanzibar's External Trade, 1962

[Thousands of dollars; converted from East African pounds¹]

By area and principal country	Exports ²	Imports ³
Sterling Area		
United Kingdom	647	3,153
Total	8,741	9,444
Dollar Area		
United States	647	246
Total	697	252
Total OEEC (non-sterling) ⁴	1,435	1,966
Other countries	1,615	3,228
Ships stores	165	..
Grand Total	12,653	14,890

By major commodity

Food	6,922	5,295
Beverages and tobacco	120	644
Crude materials	2,489	1,282
Mineral Fuels	8	1,156
Oils and Fats	885	232
Chemicals	84	526
Manufactured goods by material	510	2,680
Machinery and Transportation		
Equipment	1,067	1,457
Miscellaneous Manufactured Articles	431	1,369
Miscellaneous transactions	137	249
Grand Total	12,653	14,890

¹ Converted from East African pounds at EA £ 1 = U.S. \$2.80.

² Including reexports but excluding transshipments.

³ Excluding transshipments.

⁴ These countries are Belgium, Congo (Leopoldville), France, Germany, Italy, Netherlands, Madagascar, Portuguese East Africa, Somali Republic, Switzerland, and other, according to East African Common Services Organization, *Economic and Statistical Review*, September 1962, page 52.

Source: East African Common Services Organization, *Economic and Statistical Review*, June 1963.

Note: Figures may not add to totals because of rounding.

Table 10.—General Revenue and Expenditure in East Africa¹ 1962/63

[Thousands of dollars; converted from East African pounds²]

Item	Kenya	Tanganyika	Uganda	Total	East Africa Common Services Organization, General Fund
Revenue, total ..	134,610	87,463	59,747	281,820	17,609
Recurrent ⁴	95,046	64,100	55,530	214,676	5
Development ..	39,564	23,363	4,217	67,144	5
Expenditure, total.	140,952	88,147	68,799	297,898	17,609
Recurrent ⁶	101,427	64,784	50,932	217,143	5
Development ..	39,525	23,363	17,867	80,755	5

Percent Distribution

Revenue, total ..	100	100	100	100	—
Recurrent	71	73	93	72	—
Development ..	29	27	7	28	—
Expenditure, total.	100	100	100	100	—
Recurrent	71	73	74	73	—
Development ..	29	27	26	27	—

¹ Excluding Zanzibar. ² Converted from East African pounds at EA £ 1 = U.S. \$2.80. ³ Excluding Common Services Organization and Zanzibar. ⁴ Estimate. ⁵ Data are not available. ⁶ Colonial account for Kenya.

Source: East African Common Services Organization, *Economic and Statistical Review*, June 1963.

Overseas traders, listed below, want to do business with American firms. Commodities they wish to buy or sell are identified by description and by Standard Industrial Classification (SIC) Manual number.

Other symbols used:

★—Additional information on the trade opportunity may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce, Washington, D.C., 20230.

NCIA—No commercial information available on the overseas firm.

WTD—World Trade Directory report available. WTD reports give a description of the firm, its sales territory, size of business, sales volume, trade and financial reputation and other data. Copies can be bought for \$1 each from the Commercial Intelligence Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230. Numbers following the WTD symbol show the date the report was issued.

I.R.—Interview Report, identified by following number, is available on the trader. These reports are compiled by the Trade Mission. Copies can be obtained from Trade Mission Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

Leads for Exporters

200 Food

Wholesaler of foodstuffs in Kenya, Uganda, Tanganyika seeks U.S. foods, kindred products. Bishendas Bros. Ltd., P.O. Box 517, Nairobi. WTD 7/10/63. I.R. 30.

Importer wants foodstuffs, related products from the U.S. Astor Trading Corp., Ltd., P.O. Box 5308, Nairobi. I.R. 5.

Importer wants variety of staple foodstuffs for distribution to supermarkets, retailers. Whiteharts, P.O. Box 180, DSM, Tanganyika. WTD 12/30/61 & 11/12/63. I.R. 106.

Trading company seeks distributorship arrangements with processors of frozen foods. Twentsche Overseas Trading Co., Ltd., P.O. Box 9162, DSM. WTD 11/14/63. I.R. 128.

Importer seeks canned goods, bottled goods, packaged cereals, glassware, sundries, fancy grocery products for wholesale distribution. Patel Stores Ltd., P.O. Box 746, DSM. WTD 12/27/62. I.R. 139.

Importer wants purchases of rice, produce. Dharmasbi Hemraj, P.O. Box 107, Jinja, Uganda. I.R. 335. NCIA.

East African firm wants to purchase such foods as rice, beans, maize, white flour and sugar. He would also like to sell to wholesaler copra, coconut oil, fresh coconuts and cloves, chilli, desiccated coconut and coir fibers. S. Said Asseweddy, P.O. Box 143, Zanzibar. I.R. 252. NCIA.

Wants contacts with suppliers for corn or cornmeal, 400 to 500 tons per month, better quality than grown in East Africa but competitively priced; also wants a regular supplier of rice. Would want to purchase wheat, grain and/or flour. This firm has cloves, chillis, peppers, groundnuts for export. M.D. Mandalia & Sons, P.O. Box 19, Zanzibar. I.R. 243. NCIA.

204 Grain Mill Products

Manufacturers' representative wants to purchase wheat flour competitively priced with France and Australia. Maganlal Jeychand Shah, P.O. Box 331, Zanzibar. I.R. 239. NCIA.

207 Confectionery and Related Products

Commission agent wants confectionery in polythene bags. Seifudin & Co., P.O. Box 324, Zanzibar. I.R. 237. NCIA.

Importer seeks agency for Kenya, Uganda, Tanganyika for confectionery, chewing gum, bubble gum, toffee candies, hard candies, children's candies. Patani Brothers, Ltd., Box 586, Bazaar St., Nairobi, Kenya. I.R. 6.

Confectionery wholesaler seeks chewing gum, bubble gum, confectionery products. Chanbual & Co., P.O. Box 1711, Nairobi, Kenya. WTD 1962. I.R. 40.

Importer/wholesaler wants a variety of confectionery products. Hatimi's, P.O. Box 2754, DSM. I.R. 94.

209 Food Preparations

Importer wants edible oils on exclusive basis. Anantrai R. Mavani, P.O. Box 1161, Jinja, Uganda. I.R. 331.

210 Tobacco Manufactures

Importer/wholesaler seeks U.S. tobacco, related products. Hatimi's, P.O. Box 2754, DSM. I.R. 94.

220 Textile Mill Products

Importer seeks exclusive agency for Tanganyika market of miscellaneous textile goods. A. M. Chatoo & Sons, P.O. Box 9022, DSM. WTD 1/17/63. I.R. 130.

Wholesaler seeks contacts with U.S. exporters of textiles, piecegoods. Mambule & Sons, P.O. Box 95, Kampala, Uganda. I.R. 275, NCIA.

Wholesaler seeks direct contact with U.S. exporters of piece goods. Mukubira & Sons Ltd., P.O. Box 304, Kampala Uganda. I.R. 265. MCIA.

Importer interested in U.S. yard-goods, ready-made garments. Astor Trading Corp., Ltd., P.O. Box 5308, Nairobi, Kenya. I.R. 5.

Importer seeks U.S. textiles, all varieties, for distribution in East Africa. Benarsi Dass Bros., P.O. Box 2833, Nairobi, Kenya. WTD 7/3/63. I.R. 3.★

Exclusive agency desired for manufacturers of textiles, woolen piece goods, swimming outfits. Federal Representations, P.O. Box 3547,

Nairobi, Kenya. WTD 10/63. I.R. 14.

Representative agent wants connections with manufacturer of piece goods, specifically all wool, wool with synthetic fibers for men's, women's garments; also other textiles. The Dodhia Agencies, P.O. Box 889, Mombasa, Kenya. I.R. 209. NCIA.

Firm wants to represent manufacturer of wool and synthetic yardgoods suitable for men's and women's outer garments. Shah Meghji Ladba & Co., P.O. Box 89, Mombasa, Kenya. WTD 11/27/59. I.R. 173. MCIA.

Manufacturer of knitted garments wants textile goods for further expansion; also second-hand textile machinery. The Globe Agencies, P.O. Box 18, Mombasa, Kenya. I.R. 219.★ NCIA.

Firm desires representative agency for textiles, ready-made, second hand clothing. European General Agency, P.O. Box 1429, Mombasa, Kenya. I.R. 208. NCIA.

Firm desires to act as agent for textiles, second-hand clothing. Allied Pan-African Enterprises Ltd., P.O. Box 240, Mombasa, Kenya. I.R. 171. NCIA.

Firm desires to act as agent for textiles, second-hand clothing. United Kenya Commercial Corp., P.O. Box 1527, Mombasa, Kenya. I.R. 197. NCIA.

Importer seeks miscellaneous textiles, ready-to-wear garments from U.S. manufacturers. Intercean Trading Co., P.O. Box 5392, Nairobi, Kenya. I.R. 18.

Agent wants yardgoods, cotton yarns, miscellaneous yarns for knitting garments. Jamshedji Sheb & Co., Ltd., P.O. Box 8614, Nairobi, Kenya. I.R. 45.

Importer seeks agency agreements with textile manufacturers. Gudka Commercial Agency, P.O. Box 30291, Nairobi, Kenya. WTD 5/25/63. I.R. 8.

229 Textile Goods

Large blanket manufacturing concern seeks raw materials: rags, shoddy materials, waste, other products used for blanket manufacturing. Nakuru Industries Ltd., P.O. Box 22, Nakuru, Kenya. I.R. 181.

230 Apparel

Importer/wholesaler wants second-hand civilian clothing of cotton, rayon, woolen goods. Tanganyika National Traders Agency, P.O. Box 15241, DSM. WTD 11/14/63. I.R. 134.

Retailer seeks men's sports shirts, other wear. Zakariya & Sons, P.O. Box 2256, Mombasa, Kenya. I.R. 187. NCIA.

Firm desires job lots, low-priced cotton clothing for men, women, children for East African market; also mill ends, end runs. The Marco Surveys Ltd., P.O. Box 1914, DSM. I.R. 118.★ NCIA.

Women's cool cotton dresses, \$5 to \$6 price ranges desired, for East African market; also seeks supplier of second hand shoes at \$1. Thrift Shop, P.O. Box 3063, DSM. WTD 1963. I.R. 131. NCIA.

236 Girls', Children's, Infants' Outerwear

African firm desires contacts with U.S. manufacturers for children's clothes. Happitots, P.O. Box 768, Kampala, Uganda. I.R. 287.

239 Fabricated Textile Products

Wholesale-retail establishment wants commercial fishing nets. Esmailji Amiji & Co., P.O. Box 146, Zanzibar. I.R. 235. NCIA.

242 Sawmills, Planing Mills

African construction company seeks exclusive agency for portable sawmill from U.S. manufacturer or supplier. Nile Construction Co., P.O. Box 281, Jinja, Uganda. WTD 11/27/63. I.R. 343.

252 Office Furniture

Importer wants office furniture. Jaffer Alloo, P.O. Box 165, Zanzibar. I.R. 242.

254 Partitions, Shelving, Lockers, Office, Store Fixtures

African importing firm wants low-priced hand steel files. British East Africa Corp., P.O. Box 664, Nairobi, Kenya. I.R. 60.

260 Paper Products

Importer of printing products wants to purchase 20,000 lb. of paper per year. Lloyds Paper Industries, P.O. Box 7502, Mombasa, Kenya. I.R. 200. NCIA.

Manufacturer of paper products seeks paper for manufacture of tags, envelopes. The Mombasa Printing Works, P.O. Box 481, Mombasa, Kenya. I.R. 163.

Manufacturer wants paper for production of paper products such as drinking straws, toilet tissue, bags, business machine rolls. Chandaria & Co., P.O. Box 1155, Mombasa, Kenya. WTD 1963. I.R. 214.

262 Paper Mills, Products

Paper manufacturer seeks 1,500 to 2,000 tons of unglazed brown bag kraft paper. East Africa Paper Bag Manufacturer, Ltd., P.O. Box 4278, Nairobi, Kenya. WTD 8/2/62. I.R. 1.

270 Printing, Publishing Industries

Printer wants list of U.S. fashion magazines to sell in Zanzibar; also would like to hear from U.S. magazines who would be interested in purchasing feature articles, photographs about Zanzibar. Unguja Printing Works, P.O. Box 1261, Zanzibar. I.R. 246. NCIA.

273 Books

Technical publications, such as maintenance of refrigeration equipment, other books for use by refrigeration dealers. Samcax Book Services Ltd., P.O. Box 2720, Nairobi, Kenya. I.R. 11.

281 Industrial Chemicals

Chemical importer wants lindane, benzene hexachloride (40% concentrate) or superphosphates, phosphorous type fertilizers. Israel Foreign Trade Corp., Amiran, Ltd., P.O. Box 30327, Nairobi, Kenya. I.R. 84.

Insecticides manufacturer desires essential chemical ingredients for manufacturing insecticides, fungicides, weed killers, fumigants, specifically: dimethyl-methylmercaptomethyl-phenyl thiophosphate; diethyl paranitrophenyl thiophosphate; copper such as oxychloride for fungicides. R. O. Hamilton, Ltd., P.O. Box 12030, Nairobi, Kenya. WTD 7/24/63. I.R. 34.*

Manufacturers representative wants to purchase caustic soda. Maganlal Jeychand Shah, P.O. Box 331, Zanzibar. I.R. 239.

Importer wants caustic soda on exclusive distributorship basis. Anantrai R. Mavani, P.O. Box 1161, Jinja, Uganda. I.R. 331.

Importer needs 500 metric tons monthly supplies each of caustic soda for soap manufacture, sulphur for refining sugar. Denovan & Co. Ltd., P.O. Box 3921, Kampala, Uganda. I.R. 317.*

Importer desires to contact U.S. suppliers of bulk quantities of soda bicarbonate, potassium nitrate, sulphur, thymol, ammonia bicarbonate, similar chemicals for retail sales. Khaku Rajpar & Co., P.O. Box 301, Zanzibar. I.R. 249. NCIA.

Manufacturer of plastic products desires raw materials to manufacture rigid foam of polystyrene variety. Kenya Foams Ltd., P.O. Box 2575, (Najarali St.) Mombasa, Kenya. I.R. 179.

282 Synthetic Materials

Plastic manufacturer wants to purchase P.V.C. compound for injection plastic moulding; plastic, nylon buckles; polyethylene bags; sandel rivets. Plastic Shoes E. Africa Ltd., P.O. Box 3594, Kampala, Uganda. I.R. 258.

283 Drugs

Confectionery wholesaler wishes to add pharmaceutical products to his line. Chanchulal & Co., P.O. Box 1711, Nairobi, Kenya. WTD 1962. I.R. 40.

General trading importer wants pharmaceuticals, especially antibiotics for wholesale distribution. Smith Mackenzie & Co., Ltd., P.O. Box 120, Mombasa, Kenya. WTD 8/29/63. I.R. 184.*

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Solvents, chemicals for standard type steam presses desired by dry cleaners. Ritz Dry Cleaners Ltd., P.O. Box 811, DSM. I.R. 110.

Agency representation arrangements desired with suppliers and/or manufacturers of cosmetics, nail polish, hair preparations, other toilet preparations for sale in Zanzibar, Kenya, Tanganyika, Uganda. Aden; also wants perfume sprayers. Gokaldas Sunderji Rughani Ltd., P.O. Box 13, Zanzibar (Dar es Salaam, Nairobi). I.R. 247. NCIA.

285 Paints, Varnishes, Lacquers, Enamels

Commission agent wants paints in drums marked per imperial gallons. Seifudin & Co., P.O. Box 324, Zanzibar. I.R. 237.

301 Tires, Tubes

Automobile firm seeks contact with small U.S. manufacturer of tires, tubes; also camel-back for retreading of tubes. Kassams Automobile House, Ltd., P.O. Box 2910, Kampala, Uganda. I.R. 253.

Service station wants automobile spares, accessories. Subzali Service Station Ltd., P.O. Box 3061, Arusha, Tanganyika. NCIA. I.R. 230.

Importer seeks purchases of tires, tubes direct from U.S. manufacturers. Nyanza Garage Ltd., P.O. Box 108, Kampala, Uganda. NCIA. I.R. 307.

African trading store wants to buy automobile tires, tubes from U.S. company. Kewerimide Trading Stores, P.O. Box 3635, Kampala, Uganda. WTD 11/24/63. I.R. 311.

Retailer seeks direct contact with U.S. manufacturer of tires, tubes. Spiders Uganda, P.O. Box 3990, Kampala, Uganda. NCIA. I.R. 306.*

307 Plastics Products

Importer/Agent desires plastic pipe for irrigation, plastic compound to manufacture polythene bags. Achelis (Kenya) Ltd., P.O. Box 2619 Mombasa, Kenya. NCIA. I.R. 186.

314 Footwear, except Rubber

Importer/agent wants footwear. Astor Trading Corp., Ltd., P.O. Box 5308, Nairobi, Kenya. I.R. 5.

320 Stone, Clay, Glass Products

Exclusive agency connections desired with U.S. manufacturers of miscellaneous building materials. Federal Representations, P.O. Box 3547, Nairobi, Kenya. WTD 10/19/63. I.R. 14.

322 Glass, Glassware

Importer wants heatproof table glassware, ovenware, meat choppers, mincers, other kitchen equipment. G.E. Jivani (Combined Overseas Agency), P.O. Box 2796, DSM. NCIA. I.R. 156.

Firm desires to represent manufacturers of glass, plastic ware. European General Agency, P.O. Box 1429, Mombasa, Kenya. NCIA. I.R. 208.

327 Concrete, Gypsum, Plaster Products

Importer seeks prefabricated sheds of 250 square feet. The "Technica" Engineering Co., P.O. Box 1861, DSM. I.R. 127.*

331 Steel Mill Products

Importer desires 200 l.t. a month of "bright steel circles" for making motor pans, dia. 18", 19", 21", 23" from U.S. suppliers. Denovan & Co., Ltd., P.O. Box 3921, Kampala, Uganda. I.R. 317.*

Manufacturer wants to purchase tin plate for manufacture of four gallon cans. L.N. Basudde Ltd., P.O. Box 3384, Kampala, Uganda. NCIA. I.R. 320.

Steel manufacturer in the market for a used cold-rolled rolling mill capable of rolling sheets from 0.7 to 0.15 mm. thick; should have capacity 25,000-30,000 tons yearly; for use with annealed as well as hard quality sheets; width of rolled sheets to be 36". Steel Africa, Ltd., P.O. Box 1827, Mombasa, Kenya. I.R. 329.*

335 Rolling, Drawing, Extruding of Nonferrous Metals

Importer wants flat tin coated sheets for making kerosene cans. Achelis (Kenya) Ltd., P.O. Box 2619, Mombasa, Kenya. NCIA. I.R. 186.

339 Primary Metal Industries

Nail manufacturer needs nail wire, 100 tons monthly. Buganda Nails, Ltd., P.O. Box 2910, Kampala, Uganda. NCIA. I.R. 257.

340 Fabricated Metal Products

Importer wants low-priced builders hardware, sanitary wares. Iron & Steelwares Ltd., P.O. Box 68, Kampala, Uganda. NCIA. I.R. 276.

Importer seeks agency for manufacturers of general hardware, building materials. Astor Trading Corp. Ltd., P.O. Box 5308, Nairobi, Kenya. I.R. 5.

Importer wants fabricated metal products: steel plates, angles, bars, girders, channels, pipe, fittings. Tanna Co., P.O. Box 1020, Mombasa, Kenya. NCIA. I.R. 188.

342 Cutlery, Hand tools, General Hardware

Exclusive agency sought for manufacturers of cutlery, hand tools, general hardware. Federal Representations, P.O. Box 3547, Nai-

robi, Kenya. WTD 10/63. I.R. 14.

Firm seeks to act as representative agent for hardware. European General Agency, P.O. Box 1429, Mombasa, Kenya. NCIA. I.R. 208.

Importer desires to act as agent for builders hardware. Allied Pan-African Enterprises Ltd., P.O. Box 240, Mombasa, Kenya. NCIA. I.R. 171.

Firm desires to act as agent for builders hardware. United Kenya Commercial Corp., P.O. Box 1527, Mombasa, Kenya. NCIA. I.R. 197.

Importer wants durable, medium quality door locks, other building hardware suitable in East Africa. Pearsons, Ltd., P.O. Box 7440, Nairobi, Kenya. WTD 7/10/63. I.R. 32.★

Importer can use 200,000 machetes—bush knives, 16" curved blade per year. Equipment Ltd., P.O. Box 30110, Nairobi, Kenya. WTD 12/19/62. I.R. 77.

Wholesale-retail hardware outlet wants to purchase hardware tools, hinges, files, shovels,

343 Heating Apparatus, Plumbing Fixtures

Hardboard, insulation board, cheap board, plywood desired by manufacturers' representative; also interested in window glass. Mohsin K.M. Abdabbai, P.O. Box 2168, DSM. I.R. 126.

345 Screw Machine Products

Commission agent wants to purchase iron bars, sheets, nails from a general exporter. Seifudin & Co., P.O. Box 324, Zanzibar. NCIA. I.R. 237.

347 Coating, Engraving Services

Manufacturer of precision casting desires U.S. machinery for silver, gold, non-ferrous metals. Mombasa Jewellers, P.O. Box 2545, Mombasa, Kenya. NCIA. I.R. 206.

351 Engines, and Turbines

Grain processing firm seeks low and high-pressure hot water boilers, steam generators for plant expansion. National Millers, Ltd., P.O. Box 3007, DSM, Tanganyika. NCIA. I.R. 98.

352 Farm Machinery

Importer/wholesaler wants small mills and related equipment for hulling and grinding maize. Automobile Hardware Store, P.O. Box 112, Tabora, Tanganyika. NCIA. I.R. 96.

Importer/wholesaler seeks suppliers for tractors, harrows, other agricultural implements. Subzali Service Station, Ltd., P.O. Box 3061, Arusha, Tanganyika. NCIA. I.R. 230.

East African firm would like to become distributors for tractors, ploughs, farm implements. Gomba Motors, Ltd., P.O. Box 1272, Kampala, Uganda. WTD 11/22/63. I.R. 280.

Engineering firm wants to purchase hammer mills, water pumps. United Engineering Works, P.O. Box 3082, Arusha, Tanganyika. NCIA. I.R. 234.

Co-operative union wants machinery for processing coffee from green beans; also desires better technical know-how. Kilimanjaro Native Co-operative Union Ltd., P.O. Box 3032, Moshi, Tanganyika. NCIA. I.R. 160.

Importer wants small agricultural implements, hand tools, small tractors. Afro-Art-craft, Box 18192, Cardiff Rd., Nairobi, Kenya. I.R. 44.

Importer/wholesaler wants agricultural machinery, forage equipment to process feed,

such as hay, silage. Simpson & Whitelaw, Ltd., P.O. Box 42, Nairobi, Kenya. WTD 1/10/48. I.R. 22.

Firm desires machinery for processing cashew nuts. H.H. Lakhani & Co. (E.A.) Ltd., P.O. Box 809 Mombasa, Kenya. I. R. 93.

354 Metalworking Machinery

Paper manufacturer wants plastic extrusion machine. Prices requested. East Africa Paper Bag Manufacturer, Ltd., P.O. Box 4278, Nairobi, Kenya. WTD 8/2/62. I.R. 1.

355 Special Industry Machinery

Manufacturer desires machinery for the manufacture of wood square flooring for home, industrial use. Jinnah's, Ltd., P.O. Box 20263, DSM. NCIA. I.R. 136.

Importer/wholesaler seeks contacts with suppliers of plastic extruding machinery for garden hose manufacturing. 220 v., 50-cycle-3-phase current available. Jivani Hardware Stores, Ltd., P.O. Box 156, DSM. WTD 5/17/63. I.R. 109.

Textile mill wants used or rebuilt cloth roller printing machine, 52" width to 66" repeats-cotton and spun rayon. 220 v., 5-cycle, 3-phase current available. Jiwan Hirji & Sons, Ltd., P.O. Box 321, DSM. I.R. 137.

Food packaging concern seeks packaging machinery. Twentsche Overseas Trading Co., Ltd., P.O. Box 9162, DSM. WTD 11/14/63. I.R. 128.

Baker wants automatic baking machinery, oil fired equipment with electricity specification of 220 v., 50-cycle, 3 phase; should have capacity of 20,000 1 lb. loaves per day. Whiteharts, P.O. Box 180, DSM, Tanganyika. WTD 12/30/61. I.R. 106.

Wants either assistance and know-how with suitable small plant to manufacture coconut shell flour, or equipment to grind and fill burlap bags. M.M.D. Kermalli, P.O. Box 6, Zanzibar. NCIA. I.R. 238.

Wants to purchase tire re-treading machinery. White Line Retreads, Ltd., P.O. Box 768, Kampala, Uganda. NCIA. I.R. 278.

Firm wishes to purchase automatic printing machines to produce copy books for grammar, high school. Universal Domestic, Ltd., P.O. Box 926, Kampala, Uganda. NCIA. I.R. 255.

Importer desires to purchase cotton ginning, coffee equipment, the latter to be motor driven. Uganda Grower Co-op Union, P.O. Box 1519, Kampala, Uganda. NCIA. I.R. 303.

Importer wishes to purchase coffee grinding, roasting machinery. Lwanume Farmers' Assn., Ltd., P.O. Box 4228, Kampala, Uganda. NCIA. I.R. 337.

Wants to purchase small coffee roasting, grinding, packaging equipment for local consumption. Elmond L.K. Mwanja, P.O. Box 4129, Kampala, Uganda. NCIA. I.R. 293.

Jewelry manufacturer wishes to purchase tools, machinery for gem cutting, other jewelry work. P.O. Box 333, Zanzibar. NCIA. I.R. 240.

Large bakery firm wants bakery machinery from U.S. if financing could be arranged for about 80% of the purchase price. Kizito Bakery, Ltd., P.O. Box 1667, Kampala, Uganda. NCIA. I.R. 273.★

Coir fibre manufacturer wants to buy press to produce 5 bales to a ton of 50/55 cu. ft. Zanzibar Coir Fibre Industrial Co., P.O. Box 47, Zanzibar. NCIA. I.R. 313.

Printer wants two used linotype machines and one monotype which casts up to 48 points. Unguja Printing Works, P.O. Box 1261, Zanzibar. NCIA. I.R. 246.

Manufacturing concern in the market for paper manufacturing plant having 10-ton capacity per day, to produce bond-type paper

for commercial use; new or second-hand plant for manufacturing low quality blankets, with 2000-piece daily capacity. Dayalbhaj Madanji & Co., Ltd., P.O. Box 111, Jinja, Uganda. I.R. 333.

Machinery for processing coconut shell powder. Maganlal Jeychand Shah, P.O. Box 331, Zanzibar. NCIA. I.R. 239.

Biscuit manufacturer wants to add 2 other plants, 1 for the manufacture of macaroni, 1 for the manufacture of ordinary kraft paper bags, with capacity of 25 tons per month, but which could be expanded to a max. 175 tons in a round-the-clock operation. House of Manji, P.O. Box 2964, Nairobi, Kenya. I.R. 48.★

Importer wants U.S. packaging machinery for manufacturing boxes from fiber-board, chip-board, hardboard, plywood. Could use a complete plant, even if secondhand. Bhogal Bros. & Co., P.O. Box 121, Eldoret, Kenya. NCIA. I.R. 167.

Producer of paper products seeks used machinery for envelope manufacturing. The Mombasa Printing Works, P.O. Box 481, Mombasa, Kenya. I.R. 163.

Importer of printing equipment wants machinery to manufacture carbon paper, gum labels, envelopes, bank books. Lloyds Paper Industries, P.O. Box 7502, Mombasa, Kenya. NCIA. I.R. 200.

Manufacturer of metal equipment wishes to purchase the following: plant to galvanize sheet metal; equipment for manufacture of gas and electric welding rods; equipment for floor broom and brush manufacturing. Dodhia Trading Store, P.O. Box 2686, Nairobi, Kenya. WTD 12/63. I.R. 72.

Manufacturer of women's, children's dresses wants to purchase used machinery with guidance to manufacture garments in East Africa; also wishes to import parts for ballpoint pens for local assembly. "Nimct's," P.O. Box 675, Mombasa, Kenya. NCIA. I.R. 189.

Importer/wholesaler desires to purchase machinery for manufacturing plastic laminated sheets, boards. Popat Bros., Ltd., P.O. Box 588, Kampala, Uganda. NCIA. I.R. 310.

Handicrafts manufacturer wants one or more woodworking machines used for sawing, cutting, polishing tropical hardwoods in the manufacture of wooden giftware; one or more stone cutting and polishing Travertine stone used for ash trays, pen holders, letter openers; 220 v., 50 cycles, 3 phase electricity current available. Peera's Curio Shop, P.O. Box 573, DSM. NCIA. I.R. 90.

Large East African operation with huge financial resources urgently wants U.S. strip mill plant with related equipment for the manufacture of hoop iron to operate in conjunction with existing rolling mills. Wants full details at earliest date. Additional details, specifications are available. Steel Corp. of East Africa, Ltd., P.O. Box 54, Jinja, Uganda. I.R. 352.★

Wants to purchase quenching oil for lubricating textile machinery. C. B. Patel, B.A., L.L.B. Chambers Uganda House, P.O. Box 216, Kampala, Uganda. NCIA. I.R. 272.

356 General Industrial Machinery

Hardware wholesaler wants well pumps, 220/240 v.-50 cycle; small powered tillers. Hassanbhaj Jafferji & Sons, P.O. Box 404, Zanzibar. NCIA. I.R. 236.

Hardware wholesaler wishes to purchase well pumps, 220/240 v. 50 cycle; small powered tillers. Esmailji Amiji & Co., P.O. Box 146, Zanzibar. NCIA. I.R. 235.

358 Service Industry Machines

Importer wants refrigerating cabinets, troleys, baskets, shelving, equipment for supermarkets in East Africa. Israel Foreign Trade Corp., Amiran, Ltd., P.O. Box 30327, Nairobi, Kenya. I.R. 84.

Manufacturer of food products wants automatic filling and weighing machinery. Pims Food Products, P.O. Box 571, Mombasa, Kenya. NCIA. I.R. 205.

Importer wants sealed refrigeration unit condenser, evaporation and thermostatic control relays for manufacturing 3 to 4 cu. ft. refrigerators for 230 v., 50-cycle, 1-phase current. The "Technica" Engineering Co., P.O. Box 1861, DSM. I.R. 127.★

Drycleaning establishment wants semi-automatic dry-cleaning equipment not to exceed 120 lb. each operation, 220 v., 50-cycle, 3-phase current; also equipment for small commercial laundry. Ritz Dry Cleaners, Ltd., P.O. Box 811, DSM. I.R. 110.

Importer of air-conditioning equipment seeks exclusive representation for East Africa and Red Sea area with producers of refrigeration units of 1 h.p. to largest available for commercial installations. Hall-Thermotank Overseas, Ltd., P.O. Box 18182, Nairobi, Kenya. I.R. 65.

360 Electrical Machinery, Equipment, Supplies

Importer wishes to purchase general electrical appliances, radios, television sets. Dharmashi Hemraj, P.O. Box 107, Jinja, Uganda. NCIA. I.R. 335.

Importer seeks suppliers of transistor radios, small low-priced domestic refrigerators for 230/250 v., 50-cycle, 1-phase current. Karmali Juma & Sons, Ltd., P.O. Box 154, DSM. I.R. 107.

Importer wants electric motors, rewinding materials, room air-conditioners, domestic appliances, switch gear, starters, fluorescent fixtures. Messrs. C. Busi, P.O. Box 382, DSM. I.R. 149.

Retail firm in the market for temperature and pressure instruments, other electrical appliances. Refrigeration and General Engineers, P.O. Box 11464, Moshii, Tanganyika. NCIA. I.R. 158.

Importer seeks power transmission equipment, chains, belts, industrial fans, tea-drying machinery. Heat Exchangers, Ltd., P.O. Box 3070, Nairobi. I.R. 194.

Importer/wholesaler wants general electrical appliances, radio equipment with 220/240 v., 50 cycle, 1-phase current outlet. Kassamali Suleman Meghji, Ltd., P.O. Box 6, Mombasa, Kenya. I.R. 193.

361 Electric Transmission, Distribution Equipment

Importer wants eight diesel generators, distribution equipment. Seaway Tanganyika, Ltd., P.O. Box 2393, DSM. NCIA. I.R. 133.★

Importer desires suppliers' switch gears, fluorescent fittings, motors, electrical equipment for 220 v., 50-cycle, 3-phase current. Enfield Cable, (Tanganyika), Ltd., P.O. Box 2829, I.R. 115.★

363 Household Appliances

Importer wants room air conditioners 1 h.p. to 3 h.p., automobile air conditioners, 12 v. battery—for 220 v. AC 50 cycle current, for large wholesale distribution in East Africa. Samji Kala & Co., Ltd., P.O. Box 624, Mombasa, Kenya. WTD 11/6/63. I.R. 162.

364 Electric Lighting, Wiring Equipment

Well-established manufacturer wants machinery and plant necessary to manufacture fluorescent lights, electric bulbs. Metha Sons, Africa, Ltd., P.O. Box 1175, Nairobi, Kenya. WTD 8/2/62. I.R. 4.

Importer/wholesaler desires commercial lighting fixtures. Gerald Hoe, (Lighting), Ltd., P.O. Box 20111, Nairobi, Kenya. WTD 4/17/63. I.R. 61.

Electronic importer-wholesaler seeks complete plant for the manufacture of domestic electric light bulbs in assorted wattage up to 200 w. capacity. S. A. Pegrume & Co., Ltd., P. O. Box 1093, Nairobi, Kenya. WTD 8/20/63. I.R. 41.

365 Radio, Television Receiving Sets

Records manufacturing company seeks exclusive distributorship for sale of phonographs and machines in the States of Uganda, Kenya, Tanganyika, Zanzibar. Chicago Records Manufacturing Co., Ltd., P.O. Box 281, Jinja Uganda. WTD 11/27/63. I.R. 340.

366 Communications Equipment

Firm seeks exclusive distributorship agreement with U.S. supplier for two-way walkie-talkie with transistor radio. Nile Construction Co., Ltd., P.O. Box 281, Jinja, Uganda. WTD 11/27/63. I.R. 343.

Importer/wholesaler of electrical equipment desires radio transmission equipment to supplement inadequate telephone system in outlying areas: 55 B equipment-single side band; available current: 230/240 v., 50 cycle AC. S.A. Pegrume & Co., Ltd., P.O. Box 1093, Nairobi, Kenya. WTD 8/20/63. I.R. 41.

Importer/wholesaler of telecommunications equipment seeks exclusive representation in East Africa for telecommunications, TV, radio broadcasting, telephonic equipment. International Aeradio, (East Africa), Ltd., P.O. Box 3133, Nairobi, Kenya. WTD 9/9/53. I.R. 33.

369 Electrical Machinery, Equipment, Supplies

U.S. machinery, equipment, know-how desired to start factory for manufacturing small dry batteries for transistor radios, flashlights. The Marco Surveys, Ltd., P.O. Box 1914, DSM. NCIA. I.R. 119.

371 Motor Vehicles, Motor Vehicle Equipment

Car dealer wishes to purchase motor scooters, motor cycles, hydraulic jacks; also waxes lubricants, greases for automobiles. Sadru Garage, Ltd., 45 Jinja Rd., Kampala, Uganda. WTD 7/63. I.R. 262.

Automobile wholesaler wants to purchase auto accessories, small repair equipment. Riddoch Motors, Ltd., P.O. Box 3040, Arusha, Tanganyika. I.R. 229.

U.S. machinery, supplies, information desired for the manufacture of automobile batteries 6 and 12 v. Electra House, P.O. Box 20605, DSM, Tanganyika. I.R. 108.

372 Aircraft, Parts

Automobile dealer seeks distributorship for helicopters in Uganda, Kenya, Tanganyika. Gomba Motors, Ltd., P.O. Box 1272, Kampala, Uganda. WTD 11/22/63. I.R. 280.

373 Ship Building, Repairing

Fishing equipment firm wants to purchase 36 ft. fishing boats motors 15 h.p.-25 h.p., other fishing equipment; also desires to purchase 2000 nylon fishing nets monthly. Joseph Kaka, P.O. Box 3756, Kampala, Uganda. NCIA. I.R. 302.

Steamship operators/owners want cargo schooners for coastal work, not over 124 ft. long, 150 to 250 ton capacity, all steel construction, new or secondhand; also wants flameless cigarette lighters. Ampees Shipping & General Agencies, P.O. Box 632, Mombasa, Kenya. NCIA. I.R. 202.

384 Surgical, Medical, Dental Instruments

Importer/wholesaler seeks exclusive representation in East Africa of X-ray and hospital equipment with maintenance parts. International Aeradio, (East Africa), Ltd., P.O. Box 3133, Nairobi, Kenya. WTD 9/9/53. I.R. 33.

386 Photographic Equipment

Sales representatives seeks exclusive distributorship of photomatic machines in the States of Uganda, Kenya, Tanganyika, Zanzibar. Chicago Records Manufacturing Co., Ltd., P.O. Box 281, Jinja, Uganda. WTD 11/27/63. I.R. 340.

394 Toys, Amusement, Sporting Goods

General importer, large wholesaler wants plastic toy kits, games for children. R. O. Hamilton, Ltd., P.O. Box 12030, Nairobi, Kenya. WTD 7/24/63. I.R. 24.★

Importer seeks commercial fishing apparatus, nylon nets, fishing tackle. Tanganyika Fisheries Importers, Ltd., P.O. Box 154, DSM. NCIA. I.R. 99.

Importer wants saltwater fishing equipment, including rod, reels, lures, line tackle. Noorhai Aladin & Sons, P.O. Box 121, Zanzibar. I.R. 244.

Retailer seeks camp beds, traveling equipment. Zakariya & Sons, P.O. Box 2256, Mombasa, Kenya. NCIA. I.R. 187.

395 Pens, Pencils, Office, Artists' Materials

Book store wants to purchase kindergarten text books, stationery pads, pencils, pens, erasers, typewriter ribbons, stationery supplies; also newsprint paper. (Edward Kitayimbwa) Academy Book Store, P.O. Box 3171, Kampala, Uganda. NCIA. I.R. 304.

Publishing and printing concern seeks office supplies, equipment. Mananchi Publishing Co., Ltd., P.O. Box 9221, DSM. I.R. 129.

399 Manufacturing Industrial Products

Importer/wholesaler seeks representation of mail order house for various consumer products: needs glass bottles, jam jars; also seeks contacts with clothing jobbers for imperfect job lots at reasonable prices. Denovan and Co., Ltd., P.O. Box 109, Nairobi, Kenya. WTD 8/28/63. I.R. 67.

Importer/wholesaler of general merchandise desires contact with U.S. manufacturers of cotton and woolen goods, blankets, clothing, small hardware, garden tools, tables, sun glasses, other consumer products. Popatlal Karman and Co., P.O. Box 3914, Nairobi, Kenya. WTD 10/21/63. I.R. 15.

General importer seeks exclusive representa-

tion for iron and steel products, hardware, cutlery, electrical, household appliances. Inter-ocean Trading Co., P.O. Box 5392, Nairobi, Kenya. I.R. 18.

General importer desires to establish exclusive representation in East Africa for used clothing, hardware, bicycles, spare parts for automobiles, plumbing, building materials. Anglo Nordic, (E.A.), Ltd., P.O. Box 30153, Nairobi, Kenya. WTD 9/3/63. I.R. 23.

General importing-exporting firm desires to import tinned fruits, novelty items; also seeks buyers for African wood carvings, curios, sea shells, cloves, chilis. Jaffer Alloo, P.O. Box 165, Zanzibar. I.R. 242.

Seeks distributorship of consumer goods suitable for the African market; also interested in joint venture arrangements with U.S. firm. P.O. Box 3177, Mombasa, Kenya. NCIA. I.R. 217.★

Importer/wholesaler wants men's clothing, ballpoint pens, other sundries for consumer use in East Africa. Samji Kala & Co., Ltd., P.O. Box 624, Mombasa, Kenya. WTD 11/6/63. I.R. 162.

Firm wants to become sales agent for textiles, shirts (would consider licensing arrangement); also interested in package plants. Gomba Motors, Ltd., P.O. Box 1272, Kampala, Uganda. WTD 11/22/63. I.R. 269.

Service station wants to purchase lubricating oils, greases; also used clothing. Luwuge Service Station, Ltd., P.O. Box 30207, Kampala, Uganda. NCIA. I.R. 309.

Importer wishes to represent manufacturers of domestic glassware: heatproof, unbreakable. Also wants small equipment to manufacture drinking straws; caustic soda for soap manufacturing. Abbas Bros., P.O. Box 207, DSM. I.R. 150.

Wholesaler-retail cooperative outlet seeks connection with purchasing and confirming house to obtain wide range of consumer goods. Cooperative Supply Association of Tanganyika, Ltd., P.O. Box 9211, DSM. I.R. 132.

Agent desires to import on commission basis the following products: textile piece goods, yarns; cosmetics; sports, hobbies equipment; ready-made new, secondhand clothes; toys, games; metal table ware; televisions, low-priced transistor radios. Kazmain Trading Co., P.O. Box 3155, Mombasa, Kenya. NCIA. I.R. 191.

Importer desires for wholesaler: insecticides, patent medicines, tablet-making machines, heat-proof tableware. Dahyabhai C. Patel & Co., P.O. Box 226, Mombasa, Kenya. NCIA. I.R. 195.

Importer seeks all lines of U.S. products, suitable for East African markets. A.R. Gulamani, (Agencies), Ltd., P.O. Box 3157, Mombasa, Kenya. NCIA. I.R. 170.★

610 Credit Agencies

East African indenting/confirming and life insurance firm desires to represent U.S. confirming house to offer 60-90 day credit on shipments to Uganda, mostly in textiles, machinery, watches. Also interested in representing U.S. insurance company for general insurance. Neptune Agency, P.O. Box 1028, Kampala, Uganda. NCIA. I.R. 347.

739 Business Services

Commission agent seeks contacts with U.S. confirming house to handle purchasing and financing of textiles, ready-made clothing, woolen suitings. United Commercial Agencies, Ltd., P.O. Box 2090, Kampala, Uganda. WTD 9/63. I.R. 268.

Textile wholesaler seeks contact with U.S. confirming and purchasing house for supplies of textiles, secondhand clothing for men and women. Steel Africa, Ltd., P.O. Box 1827, Mombasa, Kenya. I.R. 329.★

Industrial marketing research survey firm seeks association with an industrial and opinion research firm. Marco Surveys, Ltd., P.O. Box 5837, Nairobi, Kenya. I.R. 36.

Large glass factory serving all East Africa needs technical assistance, information on materials. Nairobi Glass Factory, P.O. Box 1203, Nairobi, Kenya. I.R. 68.

Importer seeks contact with purchasing and confirming house in U.S. with experience in foods, picture frames in stick form, window and looking glass. Khaku Rajpar & Co., P.O. Box 301, Zanzibar. I.R. 241.

Automobile cooperative society wishes to hear from automobile insurance underwriters interested in organizing similar agency in Uganda. Uganda Motor Users Cooperative Society, Ltd., P.O. Box 4219, Kampala, Uganda. I.R. 321.

General trading firm seeks contact with purchasing agent and confirming house in the U.S., Khaku Rajpar & Co., P.O. Box 301, Zanzibar. NCIA. I.R. 249.

Life insurance firm wishes to represent well-established U.S. general insurance agency in Uganda. Life Insurance Corp. of India, P.O. Box 516, Kampala, Uganda. NCIA. I.R. 298.★

Leads for Importers

200 Food

East African exporting merchants seek wholesalers or buyers for copra, coconut oil, cloves, coir fiber. Fazel Mohamed Champs, P.O. Box 97, Zanzibar. NCIA. I.R. 250.

204 Grain Mill Products

Coffee investor and manufacturer seeks contacts with U.S. coffee importers. Seemukutu & Co. Ltd., P.O. Box 3898, Kampala, Uganda. NCIA. I.R. 285.

Firm desires to sell chicken, cow and pig feed to wholesaler. Kewerimidde Trading Stores, P.O. Box 3635, Kampala, Uganda. WTD 11/25/63. I.R. 311.

208 Beverage Industries

Reputable tea producer seeks contact with established firm in marketing facilities throughout the U.S. for distributing quality tea, fully packed under seller's or buyer's trademark. Pyaralli Abdulla Ltd., Buzirasagama Tea Estate Ltd., P.O. Box 11, Kampala, Uganda. NCIA. I.R. 292.

209 Food Preparations

Desires contact with U.S. buyers for cloves and red chiles (pepper). G. J. Ramjee, P.O. Box 231, Zanzibar. NCIA. I.R. 245.

Exporter wants to sell packaged peanuts. Devshi Samat Shah Ltd., P.O. Box 81, Arusha, Tanganyika. I.R. 232.

Ground and roasted coffee for export. Lwamue Farmers' Association Ltd., P.O. Box 4228, Kampala, Uganda. NCIA. I.R. 337.

221 Broad Woven Fabric Mills, Cotton

Bark cloth manufacturer wishes to sell bark cloth in sheets 100" x 120" to 100" x 150",

average size 100 sq. ft. per piece. 10½ cents per sq. ft., fob Mombasa. K.H. Patel & Co., P.O. Box 678, Kampala, Uganda NCIA. I.R. 322.★

242 Sawmills, Planing Mills

Manufacturer of woods seeks contacts with U.S. importers for teak-like quality woods. Jinnah's Ltd., P.O. Box 20263, DSM. NCIA. I.R. 135.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Trader wishes to export imitation French perfumes. Kazmain Trading Company, P.O. Box 3155, Mombasa, Kenya. NCIA. I.R. 192.

307 Plastics Products

Producer of ebonite seeks direct importers of retail or wholesale establishments. P.O. Box 7413, Mombasa, Kenya. NCIA. I.R. 196. (J.V. Bhansar).

396 Costume Jewelry, Costume Novelties, Buttons, and Miscellaneous Notions

Seeks contacts to sell carved curios. Kimondo Curios Sellers, P.O. Box 8059, Mombasa, Kenya. NCIA. I.R. 338.

Seeks U.S. customers for African hand-wood-carvings, curios, Benarsi Dass Bros. P.O. Box 2833, Nairobi, Kenya. WTD 7/3/63. I.R. 3.★

Seeks U.S. distributor or representative for African curios. Afro-Artcraft, Box 18192, Cardiff Rd., Nairobi, Kenya. I.R. 43.★

Manufacturer of wood carved curios, hand spears, shields, drums wants to sell to U.S. outlets. Pan-African Curio Industries, P.O. Box 9907, Mombasa, Kenya. NCIA. I.R. 204.

Exporter of wood carvings seeks U.S. outlets. D. T. Correa, Mombasa, Kenya. NCIA. I.R. 201.

Art crafts and wood carvings exporter desires to sell curios to U.S. importers. Afro Crafts, P.O. Box 9716, Mombasa, Kenya. NCIA. I.R. 211.

Manufacturer of wood carvings and drums seeks U.S. importers. John Munguti & Kianga s/o Thumbu, P.O. Box 8768, Mombasa, Kenya. NCIA. I.R. 221.

Exporter of wood and ebony carvings desires to sell carved figures, carved masks, drums, bows, arrows. Novelties and Bookshop, P.O. Box 1815, DSM. WTD 1963. I.R. 105.

African carvings and paintings firm wishes to establish a market in the U.S. for carvings, animal and human, carved masks, drums, bows, arrows. Msina & Partners Enterprise, P.O. Box 20327, DSM. WTD 12/11/63. 11/12/63. I.R. 103.

Manufacturer of East African souvenirs seeks connections with U.S. retail/wholesale outlets for its wild game animals and trophy charms. Mombasa Jewellers, P.O. Box 2545, Mombasa, Kenya. NCIA. I.R. 206.

East African trading firm seeks U.S. buyers for carved figures and masks, drums, bows, arrows. Tanganyika National Traders Agency, P.O. Box 15241, DSM. WTD 11/13/63. NCIA. I.R. 145.

African firm wishes to establish a market in the U.S. for its goods through both retail and wholesale outlets. The Akamba Curio Sellers

& Wood Carvers Association, P.O. Box 1535, Mombasa, Kenya. NCIA. I.R. 174.

Manufacturer of wood carvings and other giftwares wishes to expand its curio sales in the U.S. E. Fioravanti & Co., Ltd., P.O. Box 9867, Mombasa, Kenya. WTD 10/62. I.R. 177.★

Firm wishes to make direct sales to wholesalers or retailers of Akamba and ebony wood carvings, curios, Masai shields, spears, drums. Pan African Industries. P.O. Box 9907, Mombasa, Kenya. NCIA. I.R. 203.

General trading firm wishes to expand its sales of curios to the U.S. Sindhi General Stores Ltd., P.O. Box 279, Mombasa, Kenya. WTD 1/63. NCIA. I.R. 183.★

399 Manufacturing Industries

Manufacturer/Exporter seeks U.S. buyers of metal scrap-iron, brass, related products. Also cashew nuts for sale. A. R. Gulamani (Agencies) Ltd., P.O. Box 3157, Mombasa, Kenya. NCIA. I.R. 170.★

Designer and art dealer seeks U.S. outlets for his African designed neckties; carved ebony figures and masks, drums, shields, spears. Also has Persian rugs, Arab and Zanzibar antiques for export. W.H.P. Carey, P.O. Box 3063, DSM. NCIA. I.R. 111.

Exporter seeks wholesale connection for distribution of coffee, cotton sisal and cashew nuts. Kilimanjaro Muro Brothers, P.O. Box 562, Moshi, Tanganyika. NCIA. I.R. 159.

Investment Opportunities

Firms wishing to explore the potentialities of this group of investment proposals are requested to show the identifying interview report number, listed in parentheses after the address in any correspondence with the foreign firm concerned.

0119 Sugar Cane Farms

A Buganda planter seeks an American partner in a joint venture to grow sugar cane on a large scale. Technical know-how, machinery and capital are required.

Write to Mr. E. K. Mayanja, Kyagwe Planters, P.O. Box 1, Mukono, Buganda, Uganda. (IR 259)

0139 Cattle raising

An established and Government-supported firm of cattle breeders in Tanganyika is interested in entering into a joint venture with a U.S. rancher or cattle breeder in order to expand operations and improve local stock.

Write Mwananchi Development Corp., Ltd., P.O. Box 2092, Dar-Es-Salaam, Tanganyika. (IR 151)

0139 Cattle Ranching

Operation of a 4,000 acre ranch in Uganda on a joint venture basis is proposed by a Buganda physician and member of Parliament who has a 99-year lease from the Buganda Government on the property. He is in a position to raise one-half of the estimated \$300,000 capital requirement.

Interested American investors are invited to write to Dr. S.B.M. Kisekka, P.O. Box 95, Kampala, Uganda. (IR 266)

0143 Livestock Farming

The Government of Buganda proposes a joint venture with an American group for the expansion of cattle and pig farming in the Buganda region of Uganda. It would make land available under a long-term lease and provide stocks of cattle, pigs, or other animals. Capital is required to purchase necessary farm equipment such as tractors and insecticides. Two large farms, one of 165,000 acres, are involved.

Prospective U.S. investors are invited

to write to the Minister of Natural Resources, Government of Buganda, P.O. Box 14038, Mengo, Uganda. (IR 261)

0912 Fisheries

2511 Furniture

2821 Plastic materials

2844 Tooth paste

3144 Footwear

3272 Building materials

3423 Agricultural tools, equipment

3981 Tooth brushes

An unusual opportunity is afforded U.S. manufacturers to enter into joint ventures in Tanganyika by an economic committee there. This group is sponsored by the Aga Khan, who is interested in promoting local light industries among his followers.

The Committee wishes to correspond with U.S. firms that are prepared to assist the development of local industries by providing, on a joint-venture basis, know-how and equipment for commercial fishing, plastic extrusion and injection, furniture making (wood and aluminum) shoe making and production of building materials, agricultural tools and equipment, tooth brushes and tooth paste.

U.S. investors are invited to write to H. H. Aga Khan Shia Imami Ismailia Economic Committee, P.O. Box 460, Dar-Es-Salaam, Tanganyika. (IR 140)

1455 Kaolin Mining

2093 Candlenut Oil

Kaki Kaolin Mines and Manufacturers, P.O. Box 501, Kampala, Uganda, seeks an American group to participate in a joint venture for the mining of kaolin and the production of candlenut oil in Uganda. This firm has a 99½ year lease on an area estimated to be capable of producing 2 million tons of high grade kaolin. Machinery and technical know-how are required for the mining operation.

Write to Mr. Charles Mutagwanya, Manager, at the address indicated above. (IR 277)

2024 Ice cream

A Kenya firm of manufacturers' representatives and distributors of general merchandise is interested in entering into a joint venture or licensing arrangement with a U.S. firm to manufacture ice cream and distribute it through a chain of drive-in stores.

Write to Mr. Daya, Astor Trading Corp., Ltd., P.O. Box 5308, Nairobi, Kenya. (IR 58)

2033 Canned foods

An established firm in Mombasa, Kenya, already manufacturing biscuits, is interested in initiating a new product line to complement biscuit manufacturing. It would welcome a licensing arrangement with a U.S. manufacturer.

The firm is reported to have substantial capital resources and is principally interested in licensing arrangements to cover canned foods, soft drinks, beer and confectionery items. A joint-venture proposal would also receive consideration by the firm.

Write to Bureau of International Commerce, Office of International Investment, File 1-2033-1-G, Department of Commerce, Washington, D. C. 20230. (IR 92)

2037 Fruit, vegetable processing

A Kenya farmers association is interested in starting a range of food-processing enterprises utilizing locally-produced crops both for the domestic market and for exports. U.S. firms interested in participating in the development of these enterprises should write to Mr. C. A. Magee, Kenya Farmers Association, P.O. Box 35, Nakuru, Kenya. (IR 223)

2037 Fruit, vegetable processing

2299 Textiles

2844 Cosmetics

3211 Glass

An established and important firm in Kenya, engaged in the manufacture of hardware, building materials, and textiles and the distribution of food products and cosmetics, desires to enter into joint ventures with American firms to expand its present operations and engage in new enterprises.

The firm mainly requires technical

know-how. It is principally interested in expanding its operations in the textile field, in which it has considerable experience—albeit on a small scale—in fruit and vegetable processing and the production of cosmetics and glass.

For further information, write to Bureau of International Commerce, Office of International Investment, File 1-2037-1-G, Department of Commerce, Washington, D.C. 20230. (IR 213)

2091 Cottonseed Oil, Cake and Meal

A Kampala firm which operates a filling station and a number of markets in Buganda is interested in expanding into a joint venture for the establishment of a cottonseed oil extraction plant. For further information write to Bureau of International Commerce, Office of International Investment, File 1-2091-2-G, Department of Commerce, Washington, D.C. 20230 (IR 346)

2091 Cottonseed Oil, Cake and Meal 2841 Soap

Established since 1946, this firm in Jinja, Uganda, seeks a joint venture to permit expansion of production, exploitation of by-products and introduction of new products. The company has an oil milling crushing capacity of 12,000 tons of cottonseed per year, and engages in refining and bleaching operations. New production contemplated includes cooking fats and margarine. Current household and laundry soap production is 5 tons daily, a figure which the firm would like to double. For further information write Bureau of International Commerce, Office of International Commerce, File 1-2091-1-G, Department of Commerce, Washington, D.C. 20230. (IR 356)

2099 Instant Coffee

The Department of Agriculture of Uganda is interested in having an experienced American firm investigate the possibility of establishing an instant coffee processing and packaging plant in Uganda. Firms interested in exploring this opportunity should write the Minister of Agriculture, Department of Agriculture, Kampala, Uganda. (IR 353)

2298 Rope and Twine 2661 Hardboard

A long-established exporter of grains, pulses and oil seed proposes a joint venture for the local manufacture of rope and twine from sisal and of hardboard from bagasse and sisal waste. Machinery and equipment is required.

Write to Mr. D. P. Shah, Manager, Devshi Samat Shah Limited, P.O. Box 81, Arusha, Tanganyika. (IR 231)

2299 Textiles

A Kenya firm presently engaged in a wide range of commercial activities, particularly the importation and distribution of textiles, invites U.S. textile manufacturers or producers of textile machinery, to participate in a \$4.5-million joint venture (including the first year's working capital) to establish a vertically-integrated textile enterprise in Kenya to serve the East African market.

The firm is prepared to provide some of the capital required and has obtained agreement in principle from Japanese interests for additional financing. U.S. joint-venture capital and technical/managerial participation is desired on a mutually agreed share basis.

Production capacity based on the capital investment contemplated is reckoned at 15 million square yards, or about one-sixth of annual East African imports (valued at around \$19 million).

For further information, write to the Bureau of International Commerce, Office of International Investment, File 1-2299-1-B, Department of Commerce, Washington, D.C. 20230. (IR 220)

2299 Textiles

2834 Pharmaceuticals

2861 Alcohol

3011 Tires

Joint ventures for the manufacture in Uganda of textiles, pharmaceuticals, tires, and the distillation of molasses are proposed by the largest indigenous business group in East Africa. The group's prominent position in the local business community and its aggressive attitude toward business expansion make these investment opportunities especially attractive. Financing and technical management are required.

For further information, write Mr. Jayant M. Madhvani, Director, Muljibhai Madhvani & Co., Ltd., P.O. Box 54, Jinna, Uganda. (IR 334)

2311 Men's uniforms

A clothing manufacturer in Nairobi seeks a joint venture for purposes of expansion. About \$100,000 is sought but American technical management is the key requirement. The firm wishes to expand into the manufacture of civilian garments, including such items as shorts, coats and trousers. Write to Bureau of International Commerce, Office of International Investment, File 1-2311-1-G, Department of Commerce, Washington, D.C., 20230. (IR 46)

2341 Women's Underwear, Garments

A manufacturer and wholesale distributor of women's dresses in Kampala pro-

poses a joint venture with an American manufacturer for the production locally of women's underwear and garments.

Write to Mr. S. E. Jamal, P.O. Box 2882, Kampala, Uganda. (IR 283)

2432 Plywood

One of the major lumber producers in Kenya, with a concession comprising large stands of podo, pine and other soft woods, is planning the installation of a plywood mill costing about \$300,000. The firm proposes a joint venture with an American firm able to provide technical management as well as investment capital.

Write to Bureau of International Commerce, Office of International Investment, File 1-2432-1-G, Department of Commerce, Washington, D.C. 20230. (IR 218)

2512 Household furniture

An established Nairobi firm in the field of home furnishings—household and office furniture, mattresses, shopfronts and office partitioning—would welcome a joint venture for purposes of expansion. Management and technical know-how, as well as capital would be required. Write to Bureau of International Commerce, Office of International Investment, File 1-2512-1-G, Department of Commerce, Washington, D.C., 20230. (IR 12)

2643 Paper bags

A Kenya manufacturer and distributor of paper products seeks to enter into a licensing arrangement or joint venture with a U.S. firm for the purpose of expanding his operations. Requirement is principally for machinery, such as paper-bag-machinery and the like.

Write to Mr. Maganlal M. Chandaria, Chandaria & Co., P.O. Box 1155, Mombasa, Kenya. (IR 215)

2649 Stationery

2731 Bookpublishing & printing

The largest book publisher and stationer in East Africa, in business since 1924, wishes to expand operations and seeks outside capital, equipment and know-how on a joint-venture basis. Write to Mr. A. J. Patel, Director, D. L. Patel Press, Ltd., P.O. Box 73, Nairobi, Kenya. (IR 62)

2651 Folding paperboard boxes

A firm in Kenya, manufacturing plain and printed paperboard boxes and folding cartons since 1946, requires modern machinery and know-how in order to expand operations and meet the demands of a growing market. It proposes a joint venture or corporate association with a qualified U.S. manufacturer. Write to Mr.

Bhakoo, K. C. Bhakoo, Ltd., P.O. Box 18051, Nairobi. (IR 42)

2721 Periodicals

A Nairobi publisher of 7 magazines seeks a joint venture with a U.S. partner to expand publishing activities to cover all of tropical Africa. Of special interest is the establishment of a travel magazine on tropical Africa which would be edited in Nairobi and printed in and distributed from New York and sold primarily in the U.S. and Europe. Write to D. A. Hawkins, Ltd., P.O. Box 2768, Nairobi, Kenya. (IR 29)

2812 Caustic Soda

A long established Tanganyika firm reported to be the second largest manufacturer of meerscham pipes in the world

seeks a joint venture partner in establishing a caustic soda production operation. The company operates a special mining license in the Lake Ambolesi district where it mines meerscham for its present pipe manufacturing. The license area covers approximately 300 square miles and includes a deposit of gaylussite consisting of several million tons of crystals easily accessible under 1 to 5 feet of overburden. It is proposed to manufacture 100% caustic soda from the crystals.

Planning of the caustic soda operation is well advanced and, subject to a final feasibility survey, financing is assured through a combination of public and private development agencies. The firm would, however, prefer an American joint venture arrangement to governmental participation. For further information concerning this exceptional opportunity write Bureau of International Commerce, Office of International Investment, File 1-2812-1-G, Department of Commerce, Washington, D.C. 20230 (IR 227)

2812 Caustic Soda

2834 Proprietary Medicines

A long-established and fairly sizable Uganda firm engaged primarily in the cultivation, processing, and export of tea desires to enter a joint venture with American interests for the local production of caustic soda and proprietary medicines. Contemplated sales territory is the whole of East Africa.

Write to Mr. Vinodkant D. Vadera, Director, Dayalbhaj Madanji & Company Ltd., P.O. Box 111, Jinja, Uganda. (IR 332)

2819 Sulfuric acid

Originally a Danish company, this distributor of liquid petroleum gas in East Africa is interested in a joint venture

for the purpose of producing sulfuric acid. Write to Bureau of International Commerce, Office of International Investment, File 1-2819-1-G, Department of Commerce, Washington, D.C. 20230. (IR 80)

2834 Pharmaceuticals

3983 Matches

Established in 1951, a Tanganyikan exporter and processor of grain, fruits and vegetables is interested in 2 ventures: a pharmaceutical plant and a match factory.

The firm is reported to be financially capable of providing a substantial proportion of the required capital but would need, as well as some capital participation, technical and management know-how. Pharmaceutical manufacture would include aspirin, chloroquine tablets, antibiotic injectables and vitamin preparations. Local timber of sufficient quantity and required quality is available for match manufacture and the firm already has connections with a plywood factory.

For further information write Bureau of International Commerce, Office of International Investment, File 1-2834-3-G, Department of Commerce, Washington, D.C. 20230. (IR 228 and 327)

2834 Cough medicine

3955 Carbon paper

A Nairobi firm producing a cough preparation and simple patent medicine is contemplating the establishment of a subsidiary for the cough medicine and also the manufacture of carbon paper. A joint venture is desired. Write to P. Phillips & Co., Ltd., P.O. Box 588, Nairobi, Kenya. (IR 17)

2841 Soap

3461 Bottle caps

3951 Ballpoint pens

An established manufacturer's representative in Kenya with plans to go into manufacturing himself wants licensing arrangements with qualified U.S. firms for the local manufacture of such articles as soap, bottle caps, ballpoint pens and the like.

Write to Mr. Mussa Jetha, Mussa Jetha & Sons, Ltd., P.O. Box 261, Mombasa, Kenya. (IR 199)

3842 Clothing

A clothing manufacturer and manufacturer's representative in Kenya proposes a joint venture with an American clothing manufacturer for the expansion of his present operations. He is prepared to invest about \$30,000 for such a joint venture.

Write to Mr. N. D. Shah, African

Merchandise Agencies, P.O. Box 2011, Mombasa, Kenya. (IR 212)

2844 Cosmetics

Established early in 1963 to produce aerosol cosmetics, this firm is looking for a U.S. joint venture and capital or a licensing arrangement to expand into production of other aerosol products such as insecticides and deodorants. Write to Anffi Products, P.O. Box 3705, Nairobi, Kenya. (IR 47)

2851 Paint

3452 Nuts, bolts & screws

3433 Kerosene stoves

A Kenyan merchant is interested in establishing a paint plant in a joint venture with an experienced American firm. Technical know-how would be required and the possibility of a licensing arrangement would receive consideration. The firm is also interested in similar arrangements for the production of nuts, bolts and screws as well as kerosene pressure stoves. Write Alibhai Shariff & Sons, Ltd., P.O. Box 382, Nairobi, Kenya. (IR 64)

2872 Fertilizers

A firm in Dar-es-Salaam is interested in establishing a fertilizer plant on a joint venture basis. The American firm would be required to supply technical know-how and approximately 40% of the capitalization. Write to Bureau of International Commerce, Office of International Investment, File 1-2872-1-G, Department of Commerce, Washington, D.C., 20230. (IR 121)

2873 Agricultural Insecticides

A long-established cotton-ginning firm in Uganda seeks a U.S. manufacturer of agricultural insecticides prepared to enter into a joint venture for the production of insecticides in Uganda, with a view to supplying the East African market.

Write Mr. A. B. Mehta, Director, Gulu Cotton Company, Limited, P.O. Box 1, Jinja, Uganda. (IR 330)

2992 Lubricating oil reclaiming

An individual Dar-es-Salaam businessman would like to become licensing agent in reclaiming used lubricating oil. Write Mr. F. J. W. Jansen, Ohio St., No. 5, P. O. Box 1301, Dar-es-Salaam, Tanganyika. (IR 102)

3229 Glassware

3231 Sheet Glass

A small-scale local manufacturer of sheet glass desires to enter into a joint venture with an American glass-maker for the local production of glassware and

sheet glass. Technical know-how, machinery and capital are required.

Write to Mr. J. M. B. Luntu, P.O. Box 262, Kampala, Uganda. (IR 256)

3272 Building Materials

An Uganda firm of building materials importers, with a company operating in Uganda and another in Kenya, proposes a joint venture with an American group for the establishment of a holding company to own and operate these 2 companies and finance the setting up of a third in Tanganyika for the procurement and supply from abroad of all manner of building materials financed by foreign aid programs and local private builders. Estimated capital needed is \$100,000.

Write to Mr. E. P. D. Kirwin, Skelbar Agencies Limited, Box 2441, Kampala, Uganda. (IR 326)

3272 Concrete pipe

3321 Cast-iron pipes and fittings

3552 Looms

3751 Bicycles

Nile Construction Company, P.O. Box 281, Jinja, Uganda, contemplates expanding its operations and, in that connection, proposes a variety of joint ventures with American investors for the local manufacture of such articles as concrete pipe, cast-iron pipe and fittings, power looms, bicycles, spare parts for ginning machinery, phonograph records, collapsible tubes for toothpaste and the like.

The firm also desires to acquire exclusive agencies for the sale of phonographs, photo-duplicating machines, cleaning compounds and related products.

Interested American manufacturers are invited to write to Mr. T. R. Patel, owner, at the address indicated above. (IR's 335/336/340/341/344/345)

3421 Razor blades

3981 Toothbrushes

An established manufacturer of razor blades in Dar-es-Salaam, who now produces around 4 million a month, is interested in a joint venture for expansion purposes. Technical know-how and training of personnel would be required in addition to capital participation.

The firm is also interested in a joint venture to manufacture toothbrushes with similar requirements for the foreign investor. It is reported that a market survey of the toothbrush proposal has been made by the Intelligence Unit of the *Economist*.

Write to Bureau of International Commerce, Office of International Investment, File 1-3421-1-G, Department of Commerce, Washington, D.C. 20230 (IRs 100, 117)

3429 Hardware

An importer of hardware is interested in establishing a plant to manufacture hardware and construction materials. A joint venture or possibly a licensing arrangement is contemplated.

Write to . . . Mr. S. J. Rahemtullah, Jivanji Hardware Stores, Ltd., P.O. Box 156, Dar-es-Salaam, Tanganyika. (IR 87)

3522 Farm equipment

An established Dar-es-Salaam firm experienced in the farm hand-tool business wishes to organize a company on a joint-venture basis to manufacture farm hand tools suitable for use in East Africa. The firm is willing to put up 60% of the capital required.

Write to Trinity Trading Company, P.O. Box 68, Dar-es-Salaam, Tanganyika. (IR 123)

3651 Radio receiving sets

An established firm in the electrical equipment field wants to expand its importing and sales activities into the manufacture of U.S. electronic and electrical equipment. It is particularly interested in the assembly of VHF radio equipment and would like to discuss joint-venture possibilities with a qualified American firm. Write to S. A. Pegrume & Co., Ltd., P.O. Box 1093, Nairobi, Kenya. (IR 49)

3732 Boats

A long-established local builder of fishing boats proposes a joint venture with an American manufacturer for the construction locally of fishing and pleasure craft. Technical know-how and machinery are required. Write to Mr. B. P. Abdulla, Pyaralli Abdulla Limited, P.O. Box 111, Kampala, Uganda. (IR 271)

3952 Chalk

A recently established firm manufacturing chalk in Tanganyika proposes to increase production by installing automatic machinery. It seeks to interest a manufacturer of such machinery, or other U.S. investor, in entering into a joint venture by supplying the required machinery and equipment as his capital participation in the enterprise.

Write to Mr. Amir Bhatia, Chalkstick Co., P.O. Box 2260, Dar-Es-Salaam, Tanganyika. (IR 116)

3963 Buttons

This organization is interested in contacting an American company able to assist in developing small manufacturers' plants and supplying know-how and equipment, in either a joint-venture or licensing arrangement. It is specifically

interested in establishing a complete button plant. Write to East African Industrial Promotion Services (Kenya) Ltd., P.O. Box 30500, Nairobi, Kenya, for further information. (IR 13)

3993 Neon signs

With a view to meeting the demands of a growing market, a local manufacturer of neon and plexiglass signs proposes a joint venture with an American neon-sign manufacturer. The firm now enjoys some 90% of the Tanganyikan market for neon signs. This business brings in an annual return in sign rentals of \$8,400 on an initial investment of less than \$20,000. In order to expand operations and enter other East African markets, notably Burundi, Congo Republic and Uganda, the firm requires from \$20-30,000 additional capital.

Prospective U.S. investors should write to Mr. N. J. Samaras, Afro Ads Neon Lite, Ltd., P.O. Box 711, Dar-Es-Salaam, Tanganyika. (IR 147)

6310 Insurance carriers

An East African firm of underwriters is interested in a joint venture or licensing arrangement with an American firm in the insurance industry.

The firm is also interested in similar arrangements for cottonseed oil refining, pharmaceuticals, textiles and hotels. Write to East African Underwriters, Ltd., P.O. Box 795, Dar-es-Salaam, Tanganyika. (IR 112)

7011 Hotels

A Kenya hotel operator seeks a U.S. investor willing to put up around \$200,000 on a joint-venture basis toward a \$300,000 hotel which he plans to build on a 2-acre plot held on a principal street in Nairobi.

Write to Mr. Jan Mohammed, Midland Hotel, P.O. Box 257, Nakuru, Kenya. (IR 224)

7011 Hotels

A Tanganyika Government agency charged with developing tourism as well as conservation of wild life in the famous Serengeti and other national parks seeks a joint venture with an American firm experienced in hotel management and tourist promotion. The opportunity would permit capital investment in a Tanganyika hotel and/or provide management for the hotel and the tourist industry connected with the development of national parks. For further information write Bureau of International Commerce, Office of International Investment, File 1-7011-5-G, Department of Commerce, Washington, D.C. 20230. (IR 225)

7013 Motels**7831 Motion picture theaters**

A firm with a 99-year lease on 30 acres of land within the city limits of Kampala, a modern city of 60,000 inhabitants, proposes to build a drive-in motion-picture theater, motel-cafe and dance-hall. An American group with know-how and pre-

pared to provide the required equipment on a joint venture basis is sought.

Write to Mr. S. J. Geewala, Kampala Drive-In Cinema, P.O. Box 3450, Kampala, Uganda. (IR 294).

7831 Motion picture theaters

A well-established automobile distrib-

utor in Uganda seeks an American partner in a joint venture to build and operate an out-door motion-picture theater in Kampala. This enterprise would be the first of its kind in this city.

Write to Mr. A. J. Shanji, Gomba Motors Ltd., P.O. Box 1272, Kampala, Uganda. (IR 260)

Additional Investment Opportunities

These East African investment opportunities were reported by the U.S. Trade and Development Mission to East Africa but the Department of Commerce has no commercial information and no World Trade Directory Reports are currently available on the listed firms.

0119 Sugar Cane Farms**2621 Kraft Paper****3323 Steel Foundries**

An established and locally prominent Ugandan firm engaged in a variety of industrial and commercial enterprises contemplates substantial expansion in a number of fields and would accept American participation, especially technical and managerial know-how.

In its sugar operations the firm's 1963 production will approximate 52,000 tons with the limit on production and expansion being the availability of land. Arrangements are now in progress to acquire additional land. The first phase of a paper manufacturing project in collaboration with the Uganda Development Corporation calls for the conversion of purchased kraft paper into bags terminating in a third phase which will involve the manufacture of pulp.

The firm's Ugma Steel and Engineering Corporation Limited plans expansion of its mechanical engineering and foundry activities and would welcome a joint venture. For further information write the Mehta Group of Industries, P. O. Box 1, Lugazi, Uganda. (IR 349, 350, 351).

2031 Canned Tuna**2034 Dried Fruit****2899 Essential Oils**

An established Zanzibar firm, engaged primarily in processing coir fibers and coconut oil, is interested in entering into a joint venture with an American firm for the processing of fruit, essential oils, tuna fish, and a grading of grain and seed.

Write to Mr. M. Champsi, Fazel Mohomed Champsi, P. O. Box 97, Zanzibar. (IR 314)

An association of clove-growers and large scale plantation owners in Zanzibar, already engaged in a wide range of agro-industrial operations, seeks Ameri-

can capital in a proposed joint venture for the processing of local products.

Of principal interest is the dehydration of fruit, the production and distribution of essential oils, tuna canning and grain and seed processing.

Write to Mr. W. B. Willems, OBE, Clove Growers' Association, P. O. Box 26, Zanzibar. (IR 316)

2032 Canned food specialties**2834 Druggists' preparations****2844 Cosmetics****3442 Aluminum door and window frames**

An established Kenya firm engaged in wide range of industrial and commercial operations is interested in entering into licensing arrangements with qualified American firms for the production locally of such consumer items as foodstuffs, drugs, cosmetics, aluminum door and window frames and the like. The firm commands substantial capital and requires no financial participation.

Interested American firms are invited to write to Mr. Praful Chandaria, Kenya Aluminum and Industrial Works, Mombasa, Kenya. (IR 86)

2033 Fruit Canning**3951 Pens and Pencils****3983 Matches**

The largest African-owned private enterprise in Uganda, engaged principally in processing and packaging coffee, desires to enter into a joint-venture with a U.S. investor in one or more fields, such as fruit canning, the manufacture of pens, pencils and matches, and small assembly operations. Write to Mr. A. C. Basudde, L. N. Basudde Limited, P. O. Box 3384, Kampala, Uganda. (IR 318)

2037 Frozen Fruit Juices

Pacific Fruit Juices, P. O. Box 2491, Dar-es-Salaam, Tanganyika, a recently established producer of fruit juices, proposes a joint venture with an American firm in order to expand operations. Machinery and equipment to squeeze, bottle, pack and refrigerate fresh juices are required as are technicians to install such machinery and train local personnel in its operation and maintenance. Write to Mr. H. Chagani at the address indicated

above. (IR 88)

2093 Coconut Oil

A Zanzibar importer and exporter is interested in forming a joint venture to develop coconut culture and processing. Write to Mr. Jethalal Valabhdas, P.O. Box. 202 Zanzibar, Zanzibar. (IR 251)

2279 Coir Mats**2298 Rope**

A firm of coir fiber manufacturers in Zanzibar seeks American joint venture capital to participate in the development of small industries such as rope-making, coir mat production and the like. For its own current operations, the firm also requires a bailing press rated at 50/55 cubic feet of bales per ton of coir fiber; estimated cost, \$20,000.

Write Mr. Ebrahim T. Karimjee, Zanzibar Coir Fibre Industrial Company, P.O. Box 47, Zanzibar. (IR 312)

2299 Textiles

A small manufacturer in Kenya, established in 1953, proposes a joint venture with an American firm for the production locally of cotton piece goods. Write to Mr. A. D. Dodhia, The Dodhia Agencies, P.O. Box 889, Mombasa, Kenya. (IR 210)

2321 Shirts

A local shirt-maker proposes a joint venture for the manufacture in Kenya of men's and boys' shirts in cotton and synthetic fabrics. Machinery and technical know-how are required. Write to Mr. Vinay Shavdia, European General Agency, P.O. Box 1429, Mombasa, Kenya. (IR 207).

2421 Sawmills

Kyadondo, Kamadi Company, P. O. Box 1455, Kampala, Uganda, a recently established firm engaged in cutting timber for light-poles, lumber, etc., seeks U.S. investment capital in order to establish a small sawmill in Sese Islands of Lake Victoria.

Write to Mr. Kamadi Kyadondo at the address indicated above. (IR 290)

2812 Caustic Soda

A producer of sodium silicate estab-

lished since 1951, is interested in contacting an American chemical firm which might be interested in a joint venture for a caustic soda plant to be established in Kampala, Uganda. Contemplated production is 14,600 long tons a year, about the present market in East Africa. Cost of the project is estimated at around \$400,000, of which the Uganda firm is prepared to invest about \$165,000. For further information, interested firms should write Mr. G. C. Patel, United Sodium and Chemicals Industries Limited, P.O. Box 2406, Kampala, Uganda. (IR 281)

2818 Glycerin

A mill operator and soap maker invites an American manufacturer or user of glycerin to participate in a joint venture for the production in Tanganyika of glycerin from coconut oil. Production for export as well as local consumption is envisaged. Write to Mr. Akber L. Bhatia, National Millers Ltd., P. O. Box 3007, Dar-es-Salaam, Tanganyika. (IR 97)

2834 Pharmaceuticals

This firm of cotton ginner reported to be ginning around 20,000 bales of cotton a year with up to 500 employees on the payroll during the season, is interested in a joint venture to produce pharmaceuticals. Interest is also shown in insecticides, essential oils and the processing of banana fibers into rope. The firm is reported capable of investing its own substantial financial resources but would require technical know-how from the joint venture partner.

Write to Baharak Cotton Co. (1959) Ltd. P.O. Box 96 (Elgon Ave) Mbale, Uganda. (IR 301)

A small manufacturer of patent medicines and retailer of optical goods and drugs would welcome a joint venture in both ethical and proprietary pharmaceuticals and cosmetics. Write to Mr. J. K. Patel, Kalsons Ltd., P.O. Box 225, Kampala, Uganda. (IR 300)

2844 Cosmetics

2899 Inks

3315 Nails

3421 Razor Blades

3481 Barbed wire

3951 Ball-point pens

A manufacturer's representative and commission agent in Kenya handling a wide range of consumer items seeks to enter into licensing arrangements with American manufacturers for the production locally of such articles as cosmetics, inks, nails, razor blades, barbed wire, ball-point pens and the like. Write to Mr. Z. J. Chatrisha, Chatrisha & Co.,

Ltd., P.O. Box 1836, Mombasa, Kenya. (IR 175).

3141 Shoes

A joint venture to manufacture shoes locally is proposed by an Uganda manufacturer who has recently purchased shoe-machinery valued at nearly \$150,000. Requires capital in an equal amount to expand production. Write to Fit-Rite Mfg. Ltd., P.O. Box 768, Kampala, Uganda. (IR 286)

3479 Galvanizing

A firm of enamelware manufacturers in Dar-es-Salaam seeks a U.S. manufacturer to participate in a joint venture to establish a galvanizing plant required for the finishing of pails, pans, roofing sheets, etc. Machinery and equipment and technical know-how are required.

Write to Mr. Aziz Nasser, Shariff Ltd. & African Beads Co., Ltd., P.O. Box 158, Dar-es-Salaam, Tanganyika. (IR 146)

3532 Hammer Mills

3561 Water pumps

A Tanganyika firm engaged chiefly in repairing industrial equipment, machinery, and agricultural implements, desires to interest an American manufacturer in entering into a joint venture or licensing arrangement for the production locally of hammer mills and water pumps.

Write to Mr. J. S. Manik, United Engineering Works, P.O. Box 3082, Arusha, Tanganyika. (IR 233)

3562 Bearings

An Ugandan importer of automobile parts would like to contact a manufacturer of oilite bronze bearings and bushings interested in a joint venture involving the manufacture of these products in Uganda. Write Mr. V. A. Patel, Continental Automobiles Limited, P. O. Box 2984, Kampala, Uganda. (IR 305)

3634 Electric Appliances

Local businessman, active in the household appliances line, seeks to interest an American manufacturer in entering into a joint venture for the production in Zanzibar of electric household appliances.

Write to Mr. V. S. Patel, P.O. Box 22, Zanzibar. (IR 248)

3694 Automotive Spare Parts

A firm of importers and wholesalers of automotive spare parts in Uganda desires to enter into a joint venture or licensing arrangement with American manufacturers for the manufacture in Uganda of automotive spare parts.

Write to Mr. Ramesh B. Patel, Champion Motor Spares Limited, P. O. Box 1248, Kampala, Uganda. (IR 325)

3711 Automobiles

Kenyan businessman and investment consultant, who claims to command substantial financial resources, is interested in a joint venture to assemble U.S. automobiles in East Africa. Write to Mr. Ramzanali H. Ebrahim, P.O. Box 145, Salim Road, Mombasa, Kenya. (IR 328)

3951 Ball point and fountain pens

A firm in Kampala, engaged primarily in the insurance business, proposes a joint venture or licensing arrangement with a U.S. manufacturer for the production of ball-point and fountain pens locally. It has some capital to contribute to the estimated \$30,000 needed, but requires technical and managerial know-how.

Write to Mr. K. R. Shukla, Neptune Agency, P.O. Box 1028, Kampala, Uganda. (IR 348).

7011 Hotels

The owner of 72 acre farm and coffee plantation located on two upland hills in the beautiful Usambra Mountain area in Tanganyika proposes the construction of a resort hotel at this location as a joint venture with an American firm. Capital for the construction and equipment of the proposed hotel is required. Write to Dr. Roman Mogilnicki, P.O. Box 585, Moshi, Tanganyika. (IR 120)

7211 Laundry and Dry Cleaning

A member of the Buganda Parliament desires to promote a laundry and dry cleaning business in Kampala city and seeks the participation of an American investor on a joint venture basis. Machinery and equipment and know-how are required.

Write Mr. Kizito Bulwada, P.O. Box 34, Kampala, Uganda. (IR 264)

7949 Amusement Parks

The president of the Indian Association in Mombasa proposes establishment of an amusement park in Mombasa as a joint venture with an American organization prepared to supply such equipment as ferris-wheels, merry-go-rounds, roller-coasters, games, and the like as its part of the investment. Land and local capital to the extent of about half the estimated total investment of \$150,000 are available. Mombasa, a port city visited by average of 20 ships a day, not including naval vessels, has no amusement park at present and a large potential clientele is believed to exist. Write to Mr. Nagin Shah, Decoras, P.O. Box 1923, Mombasa, Kenya. (IR 157)



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